COMMERCE

U.S. Department of Commerce / August 30, 1976

FORMERLY COMMERCE TODAY

OZONE

Scientists, Economists Probe Earth's Protective Shield

Newsmemo

A new standard for mobile homes is gaining industry acceptance. Although the requirement set forth this summer by the Department of Housing and Urban Development will probably mean a price rise and this can hurt sales, it has countering advantages. Its uniformity is better than a tangled web of differing state restrictions and standards. It builds a better safety and quality image for mobile homes with customers, banks, insurers and zoning officials. It carries the appeal of energy conservation for heating and cooling. As to cost, meeting the standard could add about $250 to an average price ($12,000) mobile home.

Goodbye to toxic PCBs in transformers from Westinghouse. The firm has announced that it is making no new quotations for polychlorinated biphenyl-filled transformers to be shipped after the end of this year. Customers who have already ordered transformers for 1977 delivery are being queried on acceptability of substitutes, which could cost more. Westinghouse is the first manufacturer using PCBs as an insulator and coolant in transformers to schedule a phaseout. Federal legislation under way would set mandatory deadlines for the use in commercial products of the toxic chemicals.

Too little is known about the impact of foreign-controlled industry on U.S. communities. That's the bottom line in a recent U.S. General Accounting Office study of such activity in the Carolinas. The 41-page report, touching on the experience of Spartanburg County, S.C. (37 foreign firms have sites there), Mecklenburg County, N.C. (62 foreign firms) and Kiawah Island, S.C. (purchased by Kuwait interests), is available for $1. Write to the U.S. General Accounting Office, Distribution Section, P.O. Box 1020, Washington, D.C. 20013, asking for "Impact of Foreign Direct Investment: Case Studies in North and South Carolina." (See also the foreign investment article on page 7.)

Who are the foreign investors now operating plants in the U.S.? A comprehensive listing of more than 2,500 such firms, headquartered in 39 foreign nations, has been compiled by Thomas J. Pierpoint of Commerce Department's Bureau of International Commerce. The 58-page compilation, entitled "Foreign Direct Investors in the United States," is available upon written request to Bureau of International Commerce, Room 4020, U.S. Dept. of Commerce, Washington, D.C. 20230.

The beverage industry carries the American image to people everywhere. Nearly half of the world's consumption of soft drinks is in U.S. brands—Coca-Cola, Pepsi Cola, 7-Up, Canada Dry, Crush, and others—reports the trade publication "Beverage World" in a recent study of international markets. The global penetration by major U.S. soft drink producers started in 1906 with the establishment of Coca-Cola's first overseas franchised bottlers in Cuba and Panama.

The Inter-American Development Bank is getting important support from outside the Hemisphere. Nine nations: Belgium, Denmark, West Germany, Israel, Japan, Spain, Switzerland, the U.K. and Yugoslavia have joined the bank and four others: Austria, the Netherlands, Italy and France, are in the process of doing so. This culminates five years of negotiation by the IDB to strengthen its multinational character. In monetary terms, the new members will supply $870 million over three years to the bank for use in the Hemisphere's developing nations.

World Trade Center Baltimore, a new silhouette on the U.S. trade scene, has its first tenant. It is the Canton Co., which operates a marine terminal in Baltimore and does export packing, stevedoring, steamship agency work, warehousing and railroading. The trade center is a 30-story, five-sided office structure, still under construction. It is owned and operated by the Maryland Port Administration, an agency of the Maryland Department of Transportation. Tenants will move in early in 1977, according to present plans.

Hong Kong emphasized its strong trade ties with the U.S. in saluting our Bicentennial. A delegation from the Chinese Manufacturers' Assn., the oldest and largest industrial organization in Hong Kong, came to Washington recently to present a Bicentennial commemorative plaque to the U.S. Government. It was received by Leonard S. Matthews, Assistant Secretary of Commerce for Domestic and International Business. Matthews, in turn, presented a U.S. Peace and Commerce medal to P. Y. Wong, who led the visiting group.

COMMERCE AMERICA
FORMERLY COMMERCE TODAY

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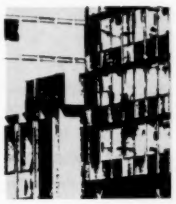

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COVER: Ozone studies, as our story beginning on page 4 explains, are testing, among other things, the validity of the theory that man-made chemicals are being injected into the stratosphere in quantities that could seriously deplete present-day ozone levels.

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Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $29.80 ($7.45 additional for foreign mailing, $5.75 additional for domestic air mailing). Single copy $1.15. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, N.W., Washington, D.C. 20230.

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GNP Statistics Reflect Change From Rapid To Moderate Growth

Economic Highlights is prepared by John W. Kendrick, Chief Economist of the Department of Commerce with staff economist Leslie Small.

John W. Kendrick

The U.S. economy expanded at an annual rate of 4.3 percent during the second quarter of 1976, about one-half the rate of the first quarter. As suggested in an earlier article, the unusually rapid pace of the first quarter could not be expected to continue, especially since it was bolstered by a pronounced swing toward inventory accumulation. Thus, a much slower rate of expansion is not surprising even though inventory accumulation in the second quarter was larger than originally estimated. The average rate of growth for the two quarters was 6.8 percent, a pace that is much more likely to be sustained than the 9.2 percent rate of the first quarter.

Since rates of change in Gross National Product are likely to vary widely from quarter to quarter, it is important to view any given quarter in the context of the pattern over a longer period of time. Furthermore, there are periodic revisions in the GNP estimates as firmer data become available.

GNP in terms of current prices has been rising sharply since the second quarter of 1975 (see Chart 1). GNP expressed in terms of 1972 dollars (which eliminates the effects of inflation) also has been increasing at a brisk pace. By the second quarter of this year, real GNP was 1.4 percent higher than the peak of the previous economic expansion, which was attained in the fourth quarter of 1973. On a per capita basis, however, real GNP is still somewhat less than the peak level of the third and fourth quarters of 1973, as shown in Chart 2.

Each July the Bureau of Economic Analysis revises its GNP estimates for the previous three years. These revisions incorporate many detailed reports and data from other sources that were not available, or did not exist, when the preliminary GNP estimates were made. For example, the preliminary second quarter estimates, which were first released in July and revised in August based on complete quarterly data, will be revised again next July when more detailed annual data from the Internal Revenue Service, state governments and other sources become available.

The largest change in the latest three-year revision was the $17.5 billion increase in current dollar GNP in 1975. The larger proportion of this change was attributable to the rate of increase in prices, which rose 0.7 percent more than had been estimated. Real GNP for 1975 was 0.5 percent higher with the largest revisions occurring in personal consumption expenditures, state and local government purchases and residential construction.

The revisions did not greatly affect the profile of the recession and recovery. The percentage decline in real GNP during the trough quarter in 1975 was slightly less than had been estimated on the basis of the benchmark revisions in January 1976. Similarly, the highest quarterly rate of price inflation was not quite as bad as had been estimated earlier. (See Chart 3.)

Since the recession trough in the first quarter of 1975, real GNP grew at an annual rate of 6.7 percent through the second quarter of 1976. Compared to the last four economic recoveries, the current upturn is stronger than those beginning in 1960 and 1970, but slightly weaker than those which started in 1954 and 1958. The current recovery is more buoyant than the 6.5 percent average for similar time periods in those recoveries as a whole.

Some components of GNP were revised in opposite directions. Personal consumption expenditures were stronger and business fixed investment weaker than had been estimated. In the national income accounts for 1975, compensation of employees was revised upward, principally due to state and local employees. Corporate profits were revised downward by $8.7 billion. For the years 1973-1975, the property share of income was also revised downward and the labor share was revised upward.

In a similar fashion, personal spending and saving patterns were changed in opposite directions. For 1975, disposable personal income was increased 4.2 percent while personal outlay was raised 9.2 percent above earlier estimates. The result was a decrease in the personal saving rate from 8.3 percent to 7.8 percent. For the first quarter of 1976, the estimated personal saving rate was reduced from 7.6 percent to 6.9 percent. There was a slight increase to 7.1 percent in the second quarter.

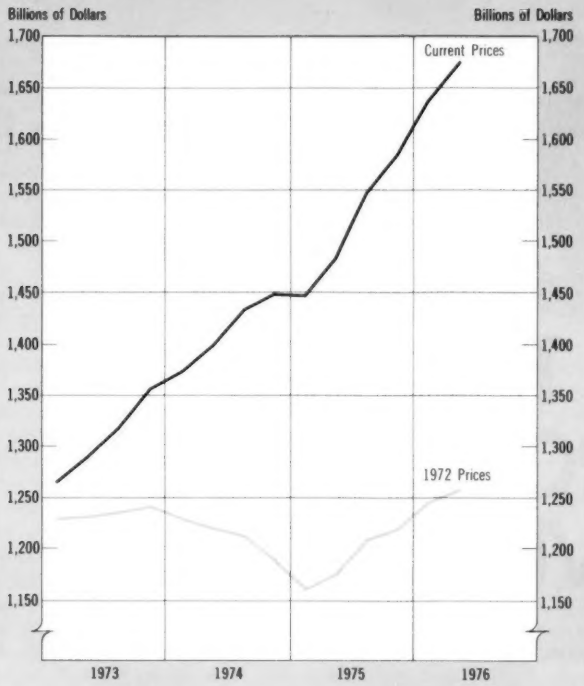
Chart 4 compares changes in three components of GNP to the change in total GNP, all in 1972 prices, based on the latest data revisions. For clarity, the chart does not show changes in net exports or government expenditures. Only changes in personal consumption expenditures, fixed investment, and inventory investment are compared to the change in GNP. Since the beginning of 1975, the largest changes in GNP have been associated with large changes in inventory investment. During the same period, with the exception of the latest quarter, changes in consumption have been more than three times as important to the change in GNP than have changes in fixed investment.

In regard to the immediate future, none of these three components of GNP appears likely to provide a strong stimulus to growth, although the timing of an expected acceleration in fixed investment is uncertain.

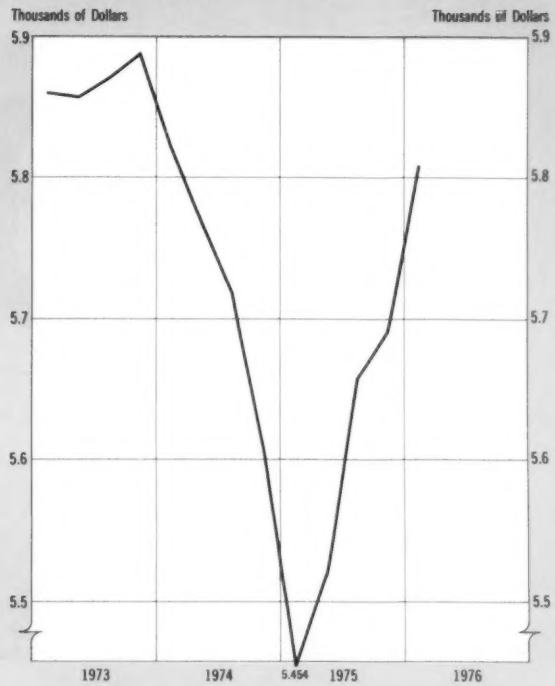
The data available for July and early August suggest that the increase of real GNP in the third quarter will again be moderate. But, the year may still end on an upbeat if business managements revise upward their plans to increase fixed investment. This seems likely in view of rising rates of utilization of capacity, steadily increasing cash flow, and the decline of interest rates since June.

The expansion would be further reinforced if consumers begin spending more freely. July personal income took a jump of almost $14 billion (at a seasonally adjusted annual rate), but retail sales dropped slightly suggesting a significant rise of personal saving. With continued increases in disposable personal income, a reduction of the personal saving rate could result in accelerated gains in consumption spending. But we will not know if this scenario proves to be the correct one until several more months have passed.

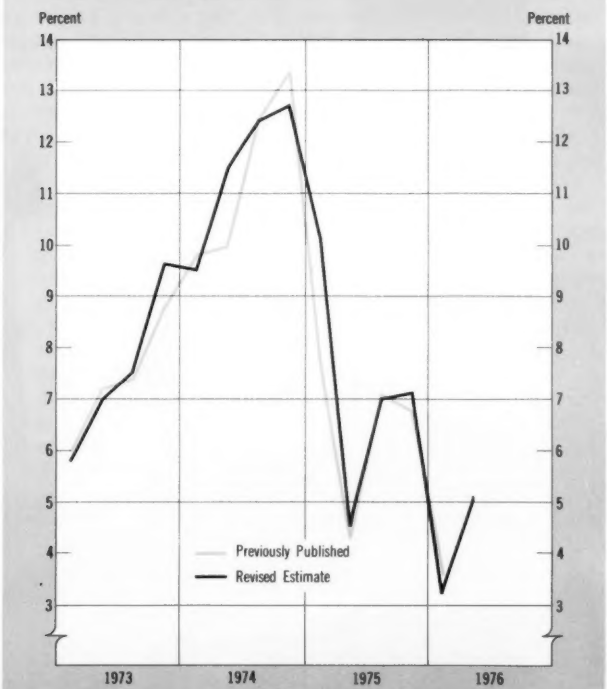
Gross National Product 1



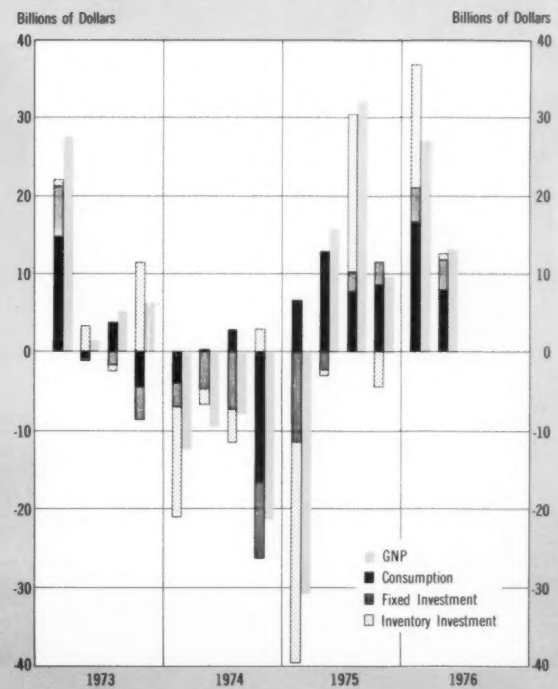
Real GNP per Capita, 1972 Prices 2



Change in GNP Deflator 3



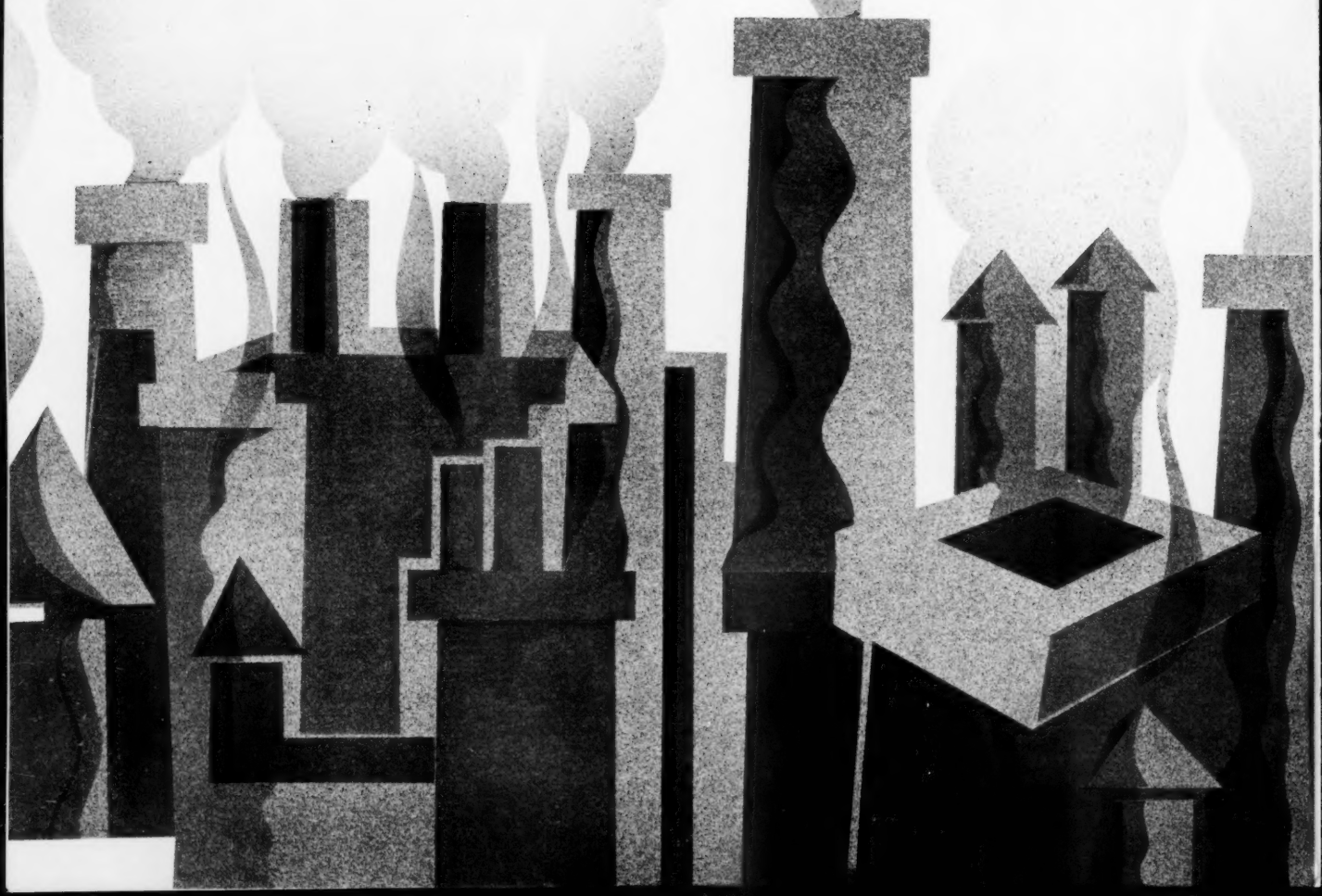
Change in GNP and Selected Components 4



All data are seasonally adjusted annual rates

OZONE

THEORIES PROBED FROM EVERY ANGLE



Scientists and economists of the Commerce Department are finding common interest at the edge of earth's atmosphere — one looking to humanity's physical welfare, the other to industry's well-being.

While some Commerce scientists theorize that the earth's protective ozone shield has already been drastically depleted at least once, with fatal results for some species, others are busily testing the validity of the theory that man-made chemicals are being injected into the stratosphere in quantities that could seriously deplete present-day ozone levels.

Meanwhile, Commerce economists are studying the likely economic impact of restrictions on the production and use of materials suspected of endangering the ozone shield.

Recent findings by researchers with Commerce's National Oceanic and Atmospheric Administration (NOAA) and the National Center for Atmospheric Research indicate that the biological consequences of a weakened stratospheric ozone shield may have been fatal for some forms of life in the distant past.

About 700,000 years ago the earth's magnetic field almost disappeared as it decayed toward a reversal of polarity, a phenomenon which appears to happen every few hundred-thousand years. A millenium or two later, the reversed magnetic field regained its normal strength.

But during this magnetic nap, some marine life forms seem to have disappeared.

NOAA and NCAR scientists at Boulder, Colo., have now advanced a plausible mechanism for this puzzling "faunal extinction" during geomagnetic polarity reversals. It is a celestial triple play, in which the weak magnetic field, large solar flares, and chemical reactions in the high atmosphere combine to destroy the stratospheric ozone layer, admitting the sun's hard ultraviolet radiation to the earth's surface.

It appears that current concern about possible destruction of stratospheric ozone may be well founded, since it is possible that past ozone depletions have had a profound effect on some forms of life.

The scientists have proposed a compelling scenario to explain this apparent connection between the disappearance of life forms and the depleted ozone layer during a period of reversed magnetic polarity.

It begins with the earth's magnetic field declining toward its polarity reversal. Normally, the geomagnetic field lines would deflect incoming energetic particles toward the earth's magnetic poles. But near the time of the polarity reversal, earth's geomagnetic guard is down.

Then a large solar flare occurring during the thousand-year interval of the reversal would shower the earth with solar protons carrying energies ranging from 10,000 to a billion electron-volts. Without a strong magnetic field to deflect them poleward, the particles would directly bombard the entire planet.

Still, the earth's second line of defense—the stratospheric layer of ozone that blocks out the sun's biologically damaging ultraviolet radiation—would be intact.

But not for long, the Commerce researchers say.

Their recent work has demonstrated that energetic solar particles and cosmic radiation (particles from outside our solar system) set off chemical reactions in the high stratosphere that produce large quantities of nitric oxide, a voracious chemical.

Once introduced into the stratosphere, nitric oxide becomes part of an extremely efficient ozone-destroying cycle, in which virtually no nitric oxide is lost.

Normally, the geomagnetic field would restrict this nitric oxide production to high geomagnetic latitudes. But with the field nearly gone, this production would occur over much of the globe. The scientists calculate that solar flares comparable to those of August 1972, occurring during geomagnetic reversal, would produce enough nitric oxide to reduce stratospheric ozone by nearly 10 percent, and that flares 100 times that large would cause almost a 50 percent reduction in the ozone layer.

Thus weakened, the ozone shield would admit the strong ultraviolet rays of the sun.

Biological species that had evolved over the preceding several million years of geomagnetic stability might be unable to survive.

Since the next magnetic reversal is not expected until sometime between the 40th and 50th centuries, the ozone depletion aspects of the theory obviously are of more immediate concern to 20th Century Americans.

In this regard, NOAA is sponsoring a series of balloon flights to sample the concentrations of possible ozone-destroying materials in the stratosphere.

Data from these probes, which are originating from Antarctica, the Panama Canal Zone, northwestern Canada, and Laramie, Wyoming, will be analyzed for fluorocarbons 11 and 12, nitrogen oxides, and some chlorine compounds. These materials are key ingredients in the complicated process which some scientists believe destroys ozone in the stratospheric layer.

Probes of this type were among the first to obtain "hard" evidence that chemically inert fluorocarbons-11 and -12 (used mainly as refrigerants and aerosol spray propellants) migrate into the stratosphere almost intact, at altitudes above about 50,000 feet, ultraviolet radiation breaks them down, releasing chlorine atoms that then attack the ozone. Because the destruction is a cyclic one, each chlorine atom can destroy tens of thousands of ozone molecules.

As the probe descends through the stratosphere, a minicomputer directs the sampling valves to open at different altitudes. This obtains gas samples which permit scientists to calculate how fluorocarbon and nitrogen-oxide concentrations change with altitude, an important element in determining their effects on the ozone layer.

According to Dr. Arthur L. Schmeltekopf, who

. . . current concern about possible destruction of stratospheric ozone may be well founded . . .

. . . fluorocarbons and fluorocarbon-based products are of major significance to the U.S. economy.

leads the Aeronomy Laboratory's stratospheric sampling program, evidence obtained thus far with the balloon flights seems to confirm the major features of the ozone-depletion hypotheses.

Although this is primarily a natural ozone-limiting process, the NOAA scientists want to measure the chemical quantities involved to see whether human activities have begun to accelerate the natural cycle.

In an encouraging development, a Commerce scientist recently concluded that a substance that had been cited as a possible threat to the ozone layer really wasn't affecting it very much.

According to NOAA's Dr. Paul J. Crutzen, the projected use of nitrogen fertilizer presents little immediate danger of large ozone reductions.

The real problem, he said, is human ignorance.

At the same time that it creates ozone, the sun also creates its chief destroyer, nitric oxide, mentioned above.

Some researchers had predicted dire consequences from the increased worldwide use of nitrogenous fertilizers, envisioning reductions of the ozone layer by as much as 30 percent.

Dr. Crutzen used a numerical model of the atmosphere to calculate the effects on the ozone layer of increased input of fixed (chemically-combined) nitrogen to the soil. He found little evidence to support the fears. There are already about 1400 million tons of nitrogen in the form of nitrous oxide in the atmosphere, he pointed out, and the 40 million tons of fertilizer now annually spread on the soil adds only about two million tons of nitrous oxide to the atmosphere.

"It does not seem likely that there will be an imminent danger of serious ozone depletions due to an increase in the application rate of fertilizer in the soils," he concluded. But the Commerce Department scientist cautioned that there could be long-term effects.

Perhaps the main point his studies demonstrate, Crutzen said, is how little is known about the global aspects of the nitrogen cycle. For example, oceanographers' estimates of how much fixed nitrogen is added to the oceans by natural processes differ by a factor of a thousand.

Actual measurements by a German group have shown that a given parcel of nitrous oxide injected into the atmosphere stays there only about 10 years before being destroyed, the scientists said. But so far, the only known process by which the chemical is destroyed—reaction in the stratosphere—takes 100 years. So there must be another destruction process, or "sink," at work that scientists have not yet discovered, he said.

In light of the publicity being given to the ozone question, the Commerce Department continues to point out that fluorocarbons and fluorocarbon-based products are of major significance to the U.S. economy. The Department is concerned that the production and use of fluorocarbons not be curtailed or limited by federal or state regulation until available scientific research is sufficient to determine their effects on the earth's stratosphere.

The Commerce Department is concerned about protecting the earth's environment, but it is also concerned about possible premature or unwarranted restrictions on the production and use of fluorocarbons. These chemicals are important to the national economy, and existing scientific data are not yet sufficient to determine the effects that fluorocarbons are having on the earth's atmosphere. Americans must also realize that the issue cannot be settled by U.S. action alone, since about 50 percent of all fluorocarbons are produced and used outside the United States.

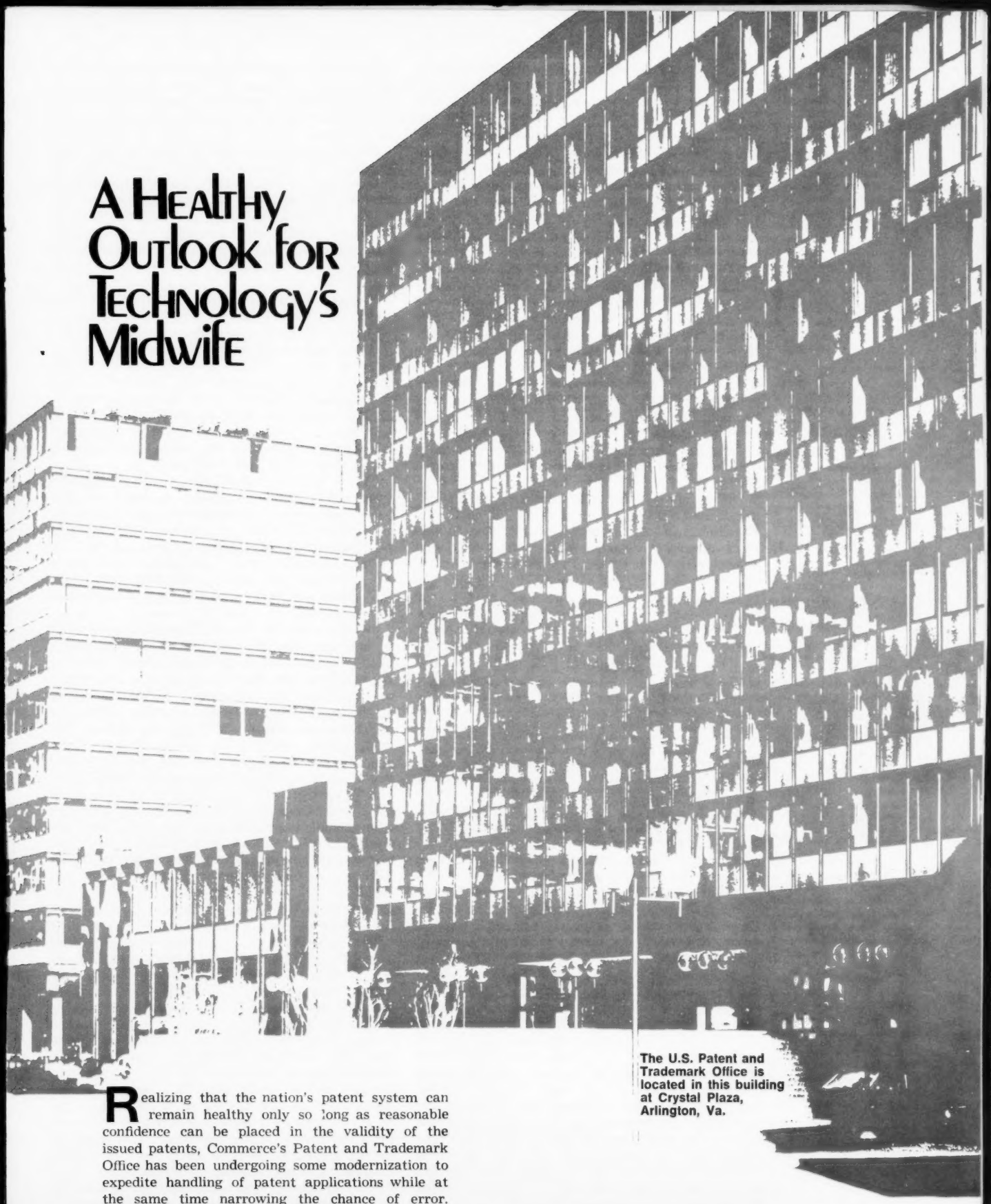
A study by the Department's Bureau of Domestic Commerce on the economic significance of fluorocarbons, found that five industrial sectors could be directly impacted by federal or state restrictions on fluorocarbons: primary fluorocarbons manufacturing; air conditioning and refrigeration manufacturing and service; aerosol formulation; aerosol containers and valve manufacturing, and plastics manufacturing.

The staff report offers information on fluorocarbon products employment, investment, value of shipments, and provides the following highlights:

- The value of fluorocarbons produced by U.S. manufacturers in 1974 was more than $500 million, and amounted to almost 50 percent of total worldwide fluorocarbon production, or about 1.1 billion pounds.
- Almost 600,000 U.S. jobs, with a payroll estimated at $6.7 billion, directly depend on the production and use of fluorocarbons. Further, there are perhaps 1.5 million additional workers whose employment indirectly depends on fluorocarbon products and applications.
- No practical substitutes exist for the fluorocarbons now used in air conditioning and refrigeration systems, and acceptable substitutes for many fluorocarbon-based products would take years to develop. Several companies, however, are developing substitutes in areas where they are feasible, such as in aerosol spray applications.
- Installed refrigeration and air conditioning equipment which must use specific fluorocarbon products to operate has an estimated installed value in excess of $100 billion in the United States alone.
- A number of special processes and applications, such as the sterilization of surgical material and sanitizing of operating rooms, rely principally on fluorocarbon-based products.

A full schedule of federally-sponsored scientific research is now under way to ascertain to what extent fluorocarbons may be affecting the earth's stratosphere. This schedule of scientific data acquisition and analysis provides ample time for the future formulation of fluorocarbon regulations if the theory of fluorocarbon ozone depletion proves valid. Consequently, the Department of Commerce recommends that any regulatory action to limit the production and/or use of fluorocarbons should await the completion of ongoing federal research. ☆

A Healthy Outlook for Technology's Midwife



The U.S. Patent and Trademark Office is located in this building at Crystal Plaza, Arlington, Va.

Realizing that the nation's patent system can remain healthy only so long as reasonable confidence can be placed in the validity of the issued patents, Commerce's Patent and Trademark Office has been undergoing some modernization to expedite handling of patent applications while at the same time narrowing the chance of error. Consequently, marked strides have been made in

reducing the enormous backlog of patent applications.

Today, with four million patents awarded U.S. inventors since enactment of the 1790 patent act, the patent system still offers the best avenue by which to solve the nagging national problems of finding new energy sources, the more efficient use of older energy sources, and controlling the environment, to mention but a few. The patent right has been a powerful incentive to invention, thus a major factor in the progress of the industrial revolution.

Each application for a patent is examined in the Patent and Trademark Office to determine whether it meets the legal requirements for awarding a patent. One of the requirements is that the concept be novel, and that it should not be obvious to a person of ordinary skill in the technology to which it applies.

The Patent and Trademark Office has the task of searching all prior knowledge, wherever it may be found, to determine the matter of novelty and non-obviousness. As the body of knowledge increases, so does the search task. The files to be searched now contain more than 20 million patent documents of U.S. and foreign origin.

"Much effort," says Commissioner of Patents and Trademarks C. Marshall Dann, "is going into improvement of the examiners' search files. Studies have shown various parts of the file to have anywhere from 2 to as high as 28 percent of the documents missing at a given time. We would like to conduct a complete inventory of the U.S. and foreign patents on file, replace the missing copies, and then keep the file complete from then on."

. . . new security regulations have recently been put into effect for the Public Search Room.

For at least the next several years the main search effort must continue to be in the manually searched paper files of documents. Accuracy and completeness of this file is therefore of great importance. To insure this, significant efforts are now being made to upgrade and maintain the integrity of the file.

An extensive program for checking the search file has begun on a pilot basis. Among the objectives of the program is the verification of the accuracy of filing of the documents, correction of the basic reference listings or catalog, and replacement of documents missing from the file.

To protect the file, and to help make it and keep it complete, new security regulations have recently been put into effect for the Public Search Room.

The first change is that admission to the Search Room is by pass. In addition, electronic sensing is installed which is supposed to tell the guards if anyone leaving the Search Room is removing, inadvertently or otherwise, any marked search material, such as files or patent copies.

"The new procedures," Dann says, "undoubtedly will be something of an aggravation to users of the Search Room, but we will try to make it all reasonably painless. Those who abide by the rules should have no trouble getting and keeping a pass.

"It is, of course, to everyone's interest that the files be as complete as possible and we know that substantial numbers of patents do disappear. Some of these, of course, are merely misfiled. Until the system has been in effect for a while we won't know just how effective it is in preserving the integrity of the file, but we hope it will be worth the effort and the inconvenience."

In recent years, more than 100,000 applications for patents have been filed each year. This great volume of applications and the expanding search file created a backlog of crisis proportions in the early 1960s.

The average time required to process an application until it matured into a patent was 37 months, an intolerable delay. In the last 10 years the time has been reduced to less than 20 months, which is close to the ideal pendency period. This result has been achieved through streamlined procedures, improved management, and extra effort on the part of the staff of the Patent and Trademark Office.

For the fiscal year ending in June 1976, the Office received 102,656 applications and disposed of 106,960 cases. This was the tenth year in a row in which the overall backlog declined.

"More than half of the applications are receiving their first actions in less than five months after filing," Dann explains. "More than 40 percent of all the applications issue or become abandoned in less than 16 months and more than 80 percent are disposed of in less than two years. Only 4 percent are pending longer than three years.

"There is still a substantial backlog of appealed cases, but the situation is much improved over last year. The number of applications awaiting a decision from the Board of Appeals declined during fiscal year 1976 from a peak of 5,164 to 4,326."

Dann says the patent copy service "still leaves much to be desired, both in speed and reliability of the service and in the quality of the patent copies supplied.

"Within about six months," he adds, "we expect to have the first units of some new copy equipment in operation that should greatly improve the quality of the copies. A number of changes in procedure also are under way which should speed up the service and avoid some of the errors and the failures to fill orders. These will not happen suddenly, but I really believe there is going to be progress. Similar improvements are taking place in our handling of mail, though again we have a long way to go."

While working to bring the backlog down to manageable proportions, the Office also faced the need for maintaining a high quality examination process. Patents issued by the Office must be likely to be upheld when challenged in court if people are to invest time and money in research, development, and commercialization of inventions on the prospect of patent protection.

The Office believes the quality of patents now issued ranks with the best of any country in the world. Still, ways are being sought to conduct better examinations. As the backlog is being brought under control, quality improvement is getting top attention.

"The most recent effort in this direction," Dann says, "has been to change the examiners' production goals so as to give them, on an average basis, 6 percent more time than before for the examination of each application. At the same time all of the individual goals are being revised, with the participation of the examiners concerned, in an effort to get rid of at least some of the inequities, as between different examiners.

"The Office-wide average time for examining each case is set by the Commissioner in line with

the requirements of the work-load and of the resources available. For the average examiner, the goal has now been set at 19.5 hours per application. The difficulty and complexity of examining, however, varies quite a lot in different parts of the Office. The setting of individual goals, consistent with the overall Office average goal, is subject to negotiation with the Patent Office Professional Association (POPA), the union that is the exclusive bargaining agent for examiners. Last month we finally reached agreement with the union on this subject after four years of negotiation."

One recent innovation has been a formal quality review program in which a review board randomly selects and checks a sample of allowed applications for quality examination. When a sample reveals a weakness in one practice or procedure, appropriate measures are taken to remedy the problem area.

Within the last year this program was increased so that a sample of 4 percent of the allowed applications is now drawn. Among the items checked by the review staff is the important matter of whether a complete and proper search of prior documents was made.

This check tells whether the correct parts of the search file were searched and also whether the search was thorough in those parts. An evaluation also is made to determine whether allowance of the application was appropriate in view of the closest prior references discovered as a result of the search.

The experience has been that some application defect is discovered in about 7 percent of the applications reviewed.

In many foreign countries patents are thrown open to public inspection and possible protest before or immediately after the patent is granted. The U.S. Patent and Trademark Office is now engaged in such a program on a trial basis.

In this program applicants grant permission for their allowed applications to be published before the final grant. The public then has the opportunity to oppose the final grant by citing references to show that the patent should not be granted.

Results gleaned from the first published samples showed that about 9 percent of those published for opposition did in fact draw an opposition response from the public and that about 5 percent of the applications that were published have been rejected under the program.

"We do not yet have final results on the second Trial Voluntary Protest Program," Dann explains, "but it is clear that this time somewhat fewer of the applicants decided to allow their applications to be published and considerably fewer of the published applications were opposed, less than 5 percent. The final results will be published in due course. I doubt if we repeat this as an experiment, though conceivably we could conclude that it should be made a permanent program."

The efficiency and accuracy of the search made by the examiners of the prior recorded technology is at the heart of the patent examination system. Anything that improves the search is of great importance in that it has a direct bearing on the quality of the entire examination process. If the best references are not found and found promptly, the process suffers.

The Patent and Trademark Office over the last 15 years has conducted a substantial amount of research in the attempt to find ways to mechanize the search operation on the assumption that the search would be improved. Experimental systems have been developed ranging in complexity from the simplest needle-sort systems involving a few hundred patents to sophisticated computer-based systems.

At present a pilot system involving a high-speed computer-controlled microfilm search system has been installed and is being tested for searching some of the patents in one examining group. Also, on a pilot basis, a computer terminal has been installed for use by examiners in searching commercially available data bases of technical literature other than patents.

The file size and complexity, number of searches, and depth of the search all complicate the attempt to mechanize the search process. The conclusion from all this experience seems to be that at least for the present there is no one mechanical system that can economically and effectively satisfy the search needs of the Patent and Trademark Office.

. . . no one mechanical system can economically and effectively satisfy the search needs of the Patent and Trademark Office.

A search file of the size of that in the Office must have a sophisticated classification system to provide for efficient and accurate search and retrieval of pertinent references for any subjects investigated. To insure that the classification system is efficient, a sizable staff devotes continual effort to reclassifying the patent files.

As new technologies emerge and develop, new classifications must be created to keep pace and provide for changing search patterns. As old fields of search become overcrowded, the old classifications must be revised to provide easier access to pertinent documents.

C. Marshall Dann, Commissioner of Patents & Trademarks (second from right) talks at a New Orleans trade conference with (from left) Edwin A. Leland, Jr., director, Commerce's New Orleans District Office; Maurice G. Anderson, senior vice president, Kalvar Corp.; Ronald B. MacIntyre, vice president, Kalvar Corp.; and Ludvik Cerny, president, Chamber of Commerce of Czechoslovakia.

The Patent and Trademark Office classified files are not static. Rather, they are continually growing and changing just as technologies change, develop and expand. Last year, for example, a record 150,000 patents were reclassified to provide new fields of search and keep pace with changing technologies.

This year the figure will be even higher. This reclassification system is the basic tool for determining whether or not a proposed invention is deserving of a patent. It is important, therefore, that adequate resources are assigned to the task of maintaining and improving the search facilities.

The Patent and Trademark Office expects to continue to serve the public during America's third century by being midwife to the birth of new technology which will be as significant to the national well-being as the great developments of the past. ☆

Where
Foreign Interests Are In U.S. Industry

As they move into the U.S. industrial scene, are foreign investors supplying significant signals on areas of probable future American growth? Or do their acquisitions or establishment of affiliates here simply reflect their prior interests abroad?

A bit of both, is the answer that emerges from a recently published study of foreign direct investment in the United States by the Commerce Department. For example, lively activity by foreign enterprises in the U.S. chemical industry appears to indicate a belief from abroad that outstanding growth possibilities exist in this industry. At the same time, a closer look at this activity shows heavy involvement in dyes, pharmaceuticals and synthetic fibers, areas of special strength and sophistication abroad.

The Commerce Department study examines, among other things, the "Industrial and Geographic Concentration of Foreign Investment in the United States." With regard to the overall foreign presence, it is quickly apparent that the word "concentration" hardly applies. Only about 2 percent of U.S. manufacturing can be regarded as foreign-controlled. At the broadest single industry levels—defined in such terms as food industry, automotive industry, chemical industry—the amount of foreign control rises to no more than 6 percent, except in petroleum refining. When the focus becomes narrower, as on newsprint or on the production of ballpoint pens, the term "concentration" assumes significance. Here the foreign interest can reach 25 or even 50 percent.

Foreign-owned manufacturing operations are widely distributed geographically. The greatest number, as might be expected, are in the most industrialized states. A sizable group, mostly recent entrants, have located in the Southern states. An important element in the decisions to locate there is the aggressive effort by these states to attract new industry.

Alaska and Hawaii, whose foreign investment patterns were examined more intensively than those of the other states, have numerous recent Japanese investments. In Alaska, these are centered in resource-related industries, particularly forestry and fisheries. In Hawaii, the emphasis has been on hotels and tourist facilities. But in both states such activity was found to constitute only a minor portion of total investment.

Among the industrial giants—U.S. firms with annual sales (1974 figures) of over $1 billion—10 fit the Commerce Department description of foreign-owned, that is, they have 10 percent or more foreign ownership. Two of these are 90 to 100 percent foreign-owned. Among companies with 1974 sales exceeding $100 million, 91 are foreign-owned.

Foreign-owned manufacturing firms run the gamut from those having 40 or 50 plants scattered across the country to those operating from a single site. The latter typically have between 50 to 100 employees and are situated either close to major customers or to raw material sources.

European, Canadian and Japanese companies dominate foreign investment in manufacturing. The widely publicized investments that followed upon the Middle Eastern petrodollar boom do not appear to have been channeled into U.S. manufacturing. Although European producers are the largest single group of foreign investors, a number of well-known European multinational firms so far have established only a modest beachhead in the U.S.

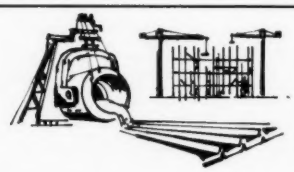
Important transfer of technology into the U.S. has followed foreign investment in such manufacturing fields as synthetic fibers, textile machinery and dyestuffs. However, a variety of patterns occurs in the inward and outward flow of technology. In certain primary industries, technology is in worldwide equilibrium and there is little need for any international flow. In other cases, the foreign-owned subsidiary in the U.S. views itself far ahead of the foreign parent. Such a U.S. operation, even a small one, often acts as a "window" on superior U.S. technology for the company abroad.

In the energy field, foreign-owned firms accounted for an estimated 13 percent of total U.S. refinery capacity in 1974, 10 percent of total gasoline sales, 7 percent of petroleum production, and 4 percent of natural gas production. In other fields affecting U.S. resources, such as minerals, forest products and food, foreign participation is not large nationally though significant in some localities. For a few mineral products, not critical to the economy, foreign ownership is large. About half of U.S. exports of grain are handled by U.S. affiliates with foreign ownership.

In the regulated business sectors, banking and insurance, foreign investment is important but not large in total terms. Foreign banking activities have grown rapidly in recent years and are expected to continue to grow. Foreign insurance operations, mostly carried out by long-established European and Canadian firms, have not shown similar growth. They now constitute a smaller share of foreign investment in the U.S. than in the 1960s.

The following profiles by industry are selected from a study prepared for the Commerce Department by The Conference Board:

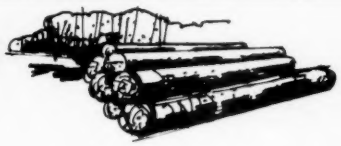
Metals



Here foreign-owned facilities currently occupy a small place, but interests abroad are looking to the U.S. for future expansion, considering the high use of energy in this industry. In primary steel production foreign influence is seen mainly in imports and technology. In primary aluminum five of the 12 U.S. producers, with about 20 percent of capacity, are wholly or partially foreign-owned. Of 92 secondary aluminum smelting plants, five have foreign participation; there are 54 other foreign-

owned facilities among the several hundred U.S. plate aluminum rolling mills and plants making semi-finished products.

Forest products



The extent of the foreign presence in the lumber, plywood, wood products, and pulp and paper industries is seen as no more than 2 or 3 percent overall. There are two categories of foreign investment here: Japanese, motivated by resource needs; British or Canadian, made to service a single North American market from both sides of the U.S.-Canada border. Lumber, pulp and newsprint are traded duty-free, so resource availability determines many plant locations. For other wood and paper products, subject to tariffs, marketing and, transportation costs often determine the production sites.

Food processing

Foreign-owned firms in this major manufacturing field are estimated to account for less than 6 percent of total industry shipments. There is a concentration in a few lines—tea, candy, crackers, cookies, frozen foods, margarine and liquor. There are some familiar firm names in this field, a number of them long established in the U.S.: Seagram, Lever Bros., Nestle, Lipton, Cadbury, Brown & Williamson, and more lately, Keebler and Baskin-Robbins.

In this field the U.S. affiliates produce items for U.S. consumer markets, and these markets are not always identical, in tastes, packaging, distribution points, etc., to the markets serviced by the foreign parent. Hence the opportunity for provision of management services, marketing techniques, and technology by the parent is not always as great as in other industries where the products are nearly identical internationally. Thus the statistics on amount of foreign ownership in this field may overstate the amount of day-to-day control exercised from abroad.

Chemicals

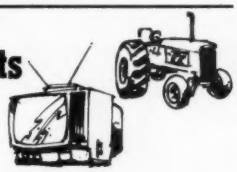
The sheer size and diversity of the United States chemical industry makes it difficult to assess the significance of foreign investment. In terms of the total U.S. industry, production by foreign-owned firms is relatively small, although within the manufacturing area the chemical industry has attracted the largest amount of foreign investment in the past decade.

In subsectors of the industry foreign investment is large, both in absolute and in relative terms. It is estimated, for instance, that of the total U.S. dye consumption in 1975 of about $520 million, roughly 50 percent was supplied by foreign firms—20 percent by imports and 30 percent by foreign-owned operations in the United States. Production by such companies in this country is partly explained, at least until recent years, by high tariff rates on dyes and lower rates on the intermediates. Thus, foreign firms were encouraged to establish manufacturing facilities here to produce dyes from imported intermediates.

Contributing to the growth of foreign-owned facilities for the manufacture of dyes in recent years was the slower increase in labor costs in the United States as compared to some European countries. Some foreign executives contend that when output per man hour, wages, and fringe benefits in Europe and the United States are compared, labor costs here now are comparable to those in Europe, and thus not the obstacle to U.S. production that they were in the 1960s.

In the pharmaceutical field, approximately 20 foreign-owned firms manufacture in the United States. Sales by these operations, together with imports of pharmaceuticals, are estimated as supplying about 25 percent of the U.S. market. Since imports are fairly small, foreign-owned production here accounts for a substantial portion of the 25 percent. In the man-made fibers segment of the chemical industry six wholly or partially foreign-owned companies were identified in the study. They account for about 26 percent of total U.S. capacity.

Machinery and electrical products



Major foreign-owned firms in the machinery field include producers of farm and construction machinery, bearings, textile machinery and pollution control equipment. In farm machinery, the two largest producers are U.S.-owned, but the third, a subsidiary of a Canadian firm, accounted for about 8 percent of industry sales in 1974 and a larger percentage in some specific product lines. In construction machinery and equipment, a major foreign-owned producer has a 4 to 5 percent market share, but for some narrowly defined types of equipment its market shares range from 8 to 15 percent.

The precise number of foreign-owned firms manufacturing textile machinery in the United States is difficult to estimate since some foreign firms act merely as importers. However, the manufacturers are believed to be fewer than 20. Their share of total U.S. shipments may range as high as 10 percent, with about two-thirds of that share accounted for by a single foreign-owned firm acquired by U.K. interests in 1973.

Major foreign investments also have taken place

in consumer electronics, consumer electrical products, and electronic components. For many years a growing share of the consumer electronics market was served by imports. Since 1971, however, when the dollar was first devalued, foreign production for the U.S. market has slowed and inward investment has accelerated. Two Japanese firms recently acquired or established major U.S. manufacturing facilities for television sets, color tubes, and hi-fi equipment. Foreign-owned firms are also producing a number of consumer electrical products such as vacuum cleaners, air conditioners, and incandescent and fluorescent light bulbs. Foreign producers of electronic components also established U.S. facilities, but industry experts stress that none of these is a major factor in the United States, in terms of either market shares or technology.

Automotive

Foreign participation in the United States automobile industry is primarily through imports. In 1975 foreign cars captured 18 percent of the U.S. market. The first major foreign-owned automotive assembly plant in this country (Volvo of Sweden) is under construction and scheduled to start operations in 1977. A second major foreign car-maker (Volkswagen of Germany) has decided on the establishment of a U.S. assembly plant and Japanese and Italian investments of this type may follow. Industry sources estimate that by 1982 as much as 5 percent of the passenger cars sold in the United States may be produced by foreign-owned firms operating here. Two Japanese automotive firms have established limited assembly operations for light trucks. Firms with foreign participation also are active in automotive parts and accessories, such as tires (7 to 8 percent of the replacement market), batteries, fuel injection devices, and catalytic converters.

Construction

Foreign presence in the United States construction industry is most pronounced in such areas as construction engineering and construction-related manufacturing, i.e., building supplies and equipment, and cement. A number of foreign-owned firms also are active in design technology and process licensing, primarily in highly specialized fields, such as the chemical and petroleum industries. While the largest of the foreign-owned construction companies ranks only 45th if the U.S. construction industry is considered as a whole, it ranks near the top of the process-engineering firms.

In the U.S. cement industry, which consists of about 55 companies and 177 plants, 4 to 5 percent of 1974 capacity was accounted for by firms with some degree of foreign ownership. These firms' shares, however, are higher in regional or specialized product markets.

Retail trade

Most activity from abroad has taken place in the last five years, although there was some foreign presence earlier. Several well-known U.S. retailers have passed wholly or partially into foreign ownership, but such ownership accounts for only a small share of the total U.S. retail industry. A recent listing of the 50 leaders included three with foreign equity participation. Collectively they accounted for 3.5 percent of the 50 retailers' sales, and for less than 0.2 percent of total U.S. retail sales. In food retailing, foreign investment is concentrated in five firms having about 3 percent of total U.S. food sales and about 6 percent of supermarket sales. Two foreign-owned department stores accounted for slightly more than 2 percent of U.S. department store sales in 1974. ☆

Earlier articles about the Commerce Department report to the Congress, "Foreign Direct Investment in the United States," were published in the May 10 and July 5 issues. The complete nine-volume report is available from the Superintendent of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

Volumes 1 and 2, the Secretary of Commerce's report, comprising the general analysis, conclusions and recommendations, and a 132-table benchmark statistical survey, are being offered as a unit at $6. The other volumes, containing 18 appendices, may be purchased for $30.25 or at the following individual prices:

Volume 3, on Industrial and Geographic Concentration of Foreign Direct Investment (the source of the accompanying article), $4; Volume 4, on five areas: Energy, Selected Natural Resources, Commercial Fisheries, Grain Trade, and Banking, $2; Volume 5, on Investment Motivation, Financing, and Management and Labor Practices, $7.

Volume 6, on Taxation, $4; Volume 7, on Federal and State Law, $5.40; Volume 8, on Foreign Investment in Land, and Land Law, $4, and Volume 9, on Policies and Laws of Other Countries, Transfer of Technology, Accounting, Federal Agency Sources of Data, and a Bibliography, $3.85.

In ordering, mention the following Stock Numbers: Vols. 1 and 2, 003-010-0044-9; Vol. 3, 003-010-0045-7; Vol. 4, 003-010-0046-5; Vol. 5, 003-010-0047-3; Vol. 6, 003-010-0048-1; Vol. 7, 003-010-0049-0; Vol. 8, 003-010-0050-3; Vol. 9, 003-010-0051-1.

Two other recent studies in this field are cited in the "Newsmemo" column on the inside front cover of this issue.

Energy Digest

SPOOKY STORY . . . A "Phantom" is solving the case of the conserved kilowatts in some of California's halls of higher education. This Phantom is a non-lighting tube which replaces one of the normal fluorescent tubes in the standard two-tube fixture. The remaining tube operates at about 70 percent of its normal illumination, producing a net saving of about two-thirds in power used, with an illumination level of about a third of that from a normal two-tube fixture. The Phantom is designed primarily for hallways, corridors, storage rooms and other areas that often are over-illuminated. They actually save more power than would be saved by simply removing one tube, because the empty ballasts continue to use electricity. Caltech has installed about 3,000 of the phantoms on its campus, with 2,000 more to come, and expects annual energy savings of $35,000 to result. Tests conducted by Developmental Sciences Inc., of City of Industry, Calif., indicate that in addition to lasting indefinitely, the phantom tube also prolongs the life of the standard bulb it is used with. Preliminary tests at Commerce's National Bureau of Standards also were positive. Developmental Sciences is the first licensee to produce the tubes in volume.

THINKING SMALL . . . Small businesses will play a bigger role in procurement, research and development under the Energy Research and Development Administration's programs for coping with the energy problem. A recent agreement between ERDA and the Small Business Administration provides that SBA Regional Offices will establish direct liaison with ERDA Field Organizations within their respective geographic regions. Specific procedures for carrying out joint projects will be developed by each combination of SBA Regional and ERDA Field Organization.

RECYCLING STACK GAS . . . Engineers at ERDA's Pacific Northwest Labs at Richland, Wash., are taking another look at the energy potential of the carbon monoxide in gases which have been blowing out of phosphorus and aluminum factory smokestacks in the area for decades. One possible use for the CO would be to replace natural gas in making methanol and other industrial fuels, which now must be shipped 2,000 miles to the region because it has no natural gas. Supplying the area's plywood and particle board industries alone with such locally-made methanol would save more than six million cubic feet of natural gas per year. Other areas of the country where carbon monoxide producing industries are located near plants that produce or use hydrogen, methane, methanol, ammonia or urea could also benefit from the study.

SOLAR JOBS . . . Solar heating and cooling could mushroom into a $2 billion a year industry by 1990, according to a Stanford Research Institute Study. The Sheet Metal Workers' labor union commissioned the report which states that about $250-$300 million would become wages for the sheet metal workers who now install air-conditioning systems. A study by Mitre Corp. predicts the need for additional jobs in "retrofitting" older structures for energy conservation.

BACK TO THE PYRAMIDS . . . A comprehensive study of an ancient technology—the flywheel—which might solve modern energy problems is available to U.S. business from ERDA. Energy that is used to start any kind of wheel rotating on its axis becomes, in effect, "stored" in the wheel. In a flywheel, energy that might otherwise be wasted could be stored and then withdrawn at any time to perform useful work. The report pays special attention to use of flywheels in industry, transportation and electric utilities. Order copies of Economic and Technical Feasibility Study For Energy Storage Flywheels for $10 each from the Superintendent of Documents, Washington, D.C. 20402. Refer to GPO stock no. 052-010-00486-7.

SQUIRRELING IT AWAY . . . ERDA recently awarded two contracts to the Institute of Gas Technology in Chicago for studying systems to store and distribute energy. Under one contract, components of a natural gas distribution system will be operated by hydrogen gas. Scientists believe that, for many purposes, hydrogen may be a practical substitute for natural gas. The IGT study is part of a five-year effort to determine whether hydrogen could be delivered to customers through an established distribution system. Another contract calls for IGT to study the feasibility of storing thermal energy in molten carbonate for use in helping meet peak demands for electric power. Under this concept, heat energy could be generated by solar, nuclear or coal-fired power plants and stored for conversion to electric power when needed through such means as a conventional steam generator.

Domestic Business Report

Will There Be Twice As Many Of Us In 2015?

DEVELOPING COUNTRIES LEAD IN POPULATION GROWTH, WHILE UNITED STATES, CANADA DECLINE

Although population growth in the United States and Canada is declining, the world's population will soar from the present estimated 4 billion to 8 billion in another 39 years if the global annual growth continues at the existing rate of 1.8 percent, according to Commerce's Bureau of the Census.

A report on the world population in 1975, published by the Bureau's International Statistical Programs Center, and funded by the Office of Population, U.S. Agency for International Development, explains that the present rate of world growth is due mainly to continued population expansion in developing countries.

In the last quarter century, the report says, world population rose 1.5 billion, or 57 percent, with four-fifths of the growth taking place in developing regions. The result was that the share of world population in less developed regions advanced from 66 percent in 1950 to 72 percent in 1975.

In 1974, the average birth rate in less developed regions was more than twice that of the developed regions. Meanwhile, death rates since 1950 have fallen faster than birth rates in less developed areas.

In consequence, the average population growth rate of these areas increased from 1.8 percent annually in the 1950-55 period to 2.2 percent annually in 1970-75. In the more developed countries, the average annual growth rate declined from 1.3 to .8 percent in the same period.

The following is a continent-by-continent breakdown of population trends as shown in the new Census report:

Northern America: The population growth of this region, which consists mainly of the U.S. and Canada, has declined steadily since 1950, dropping to .9 percent annually in 1970-75. The U.S., with a 1975 population of 213,631,000, had in 1974 a birth rate of 15 per 1,000 population and a death rate of 9 per 1,000, resulting in an annual growth rate of .8 percent. By comparison, Mexico, with a 1975 population of 59,238,000, had a 1974 birth rate of 43 to 45 per 1,000 population and a death rate of 9 per 1,000, resulting in an annual growth rate of 3.4 to 3.6 percent, highest of any major nation.

Latin America: This area has had since 1950 the highest annual growth rate of any continent, rising to 2.8 percent in 1970-75. Excluding temperate South America, which includes Argentina, Chile, Falkland Islands and Uruguay, and is regarded by the United Nations as a more developed region, the population of Latin America doubled from 139 million to 283 million, between 1950 and 1975.

Since 1950, the population share of Latin America outside the temperate countries has risen from 5.5 percent to 7.1 percent of the world population. The comparable 1975 shares are 5.9 percent for Northern America, 6.4 percent for the USSR, and 11.9 percent for Europe.

Europe: Including the USSR, Europe had the lowest population growth rate of all world regions for the 1950-75 period, declining from 1.1 percent in 1950-55 to .7 percent in 1970-75. Europe is the largest of the more developed regions. The USSR, with a 1975 population of 254,300,000 had a 1974 birth rate of 18 per 1,000 population and a death rate of 9 per 1,000, resulting in an annual growth rate of .9 percent. The United Kingdom, with a 1975 population of 56,075,000, had a 1974 birth rate of 13 per 1,000 and a death rate of 12 per 1,000, resulting in an annual growth rate of .1 percent The Federal Republic of Germany, with a 1975 population of 62,040,000, had a 1974 birth rate of 10 per 1,000 population and a death rate of 12 per 1,000, resulting in a zero growth rate.

Asia: The great continent's share of the world population increased to 57 percent in 1975. The annual growth rate in Asia is 2 percent. But its large population base causes an absolute increase of nearly 46 million persons annually, or 64 percent of the total world population increase each year.

The People's Republic of China, with an estimated 1975 population of 842,545,000, had a 1974 birth rate of 24 per 1,000 population and a death rate of 10 per 1,000, resulting in an annual growth rate of 1.4 percent. India, with an estimated 1975 population of 613,957,000, had a 1974 birth rate of 36 to 39 per 1,000 population, and a death rate of 15 to 16 per 1,000, producing an annual growth rate of 2 to 2.4 percent. Japan, with a 1975 population of 110,944,000, had a 1974 birth rate of 19 per 1,000 population and a death rate of 7 per 1,000, resulting in an annual growth rate of 1.2 percent.

Africa: The annual growth rates in Africa have increased from 2.1 percent in 1950-55 to 2.7 percent in 1970-75. While death rates are still much higher than in other areas, their eventual decline portends further increases in the annual growth rates. Nigeria, with an estimated 1975 population of 63,022,000, had a 1974 birth rate of 48 to 50 per 1,000 population, and a death rate of 20 to 24 per 1,000, the highest in both cases for any major nation. The resulting annual growth rate was 2.4 to 3 percent.

Oceania: Australia, New Zealand, and other oceanic areas apart from Indonesia and the Philippines, had .5 percent of the world's population in 1975, unchanged from the proportion in 1950. The annual growth rate declined from 2.4 percent in the 1950-55 period to 1.9 percent in the 1970-75 period.

The Census Bureau comments that "reliable current data on population size and structure and the number of births, deaths and migrants are not available for a majority of the world's countries." In consequence, much of the statistical information in the new report is based on estimates from numerous sources.

"Demographers have used sample household surveys to obtain information on births, deaths and migration, although results from such sample surveys are themselves subject to a variety of errors which are often difficult to detect and quantify."

Copies of the report, *World Population: 1975—Recent Demographic Estimates for the Countries and Regions of the World*, ISP-WP-75, may be obtained for $3.90 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce district offices in major U.S. cities.

Fire Prevention Grants Go To Improve Training, Education And Health

Thirteen states will share grants totaling $302,474 from Commerce's National Fire Prevention and Control Administration, for fire education and training.

Nine of the grants promote the development and production of statewide organizational designs for fire education and training. States approved for this type grant are Connecticut, Georgia, Louisiana, Missouri, South Carolina, South Dakota, Texas, Washington and Wyoming. Under the remaining four grants the states will produce comprehensive statewide fire education and training plans. States approved for these grants are Arkansas, California, Nevada and Oregon.

The grants, issued through the Administration's National Academy for Fire Prevention and Control under its academy planning assistance program, will encourage individual states to address education and training needs of national priority. The results of the grant programs will also assist the Commerce agency in anticipating future fire education and training needs nationally.

Through grants such as these, the Academy encourages the coordination of resources toward a common goal: the improved education and training of those involved in fire prevention and control.

Physical fitness studied

Another NFPCA grant will enable the International Association of Fire Chiefs Foundation to evaluate firefighter physical fitness programs nationwide. The $60,818 grant will be used to conduct a national survey of both paid and volunteer fire departments to identify types of physical fitness programs now being used in the United States. Eight to 10 of the most promising will be studied in-depth. The Administration hopes to thus identify programs that have resulted in reduced injuries and deaths in the dangerous profession of firefighting, and make these programs available to all parts of the country.

Recent studies have revealed that nearly half of investigated on-duty deaths of firefighters were attributed to cardiovascular accident (heart attack, stroke, congestive heart failure), and that only 18 percent of the men tested, in a survey of several hundred firefighters, were rated as being physically well-conditioned.

A report prepared at the conclusion of the study will be made available to the public.

BICENTENNIAL BOOK—*Commerce Secretary Elliot L. Richardson (right) receives a collector's item,* The History of the Star Spangled Banner from 1914 to the Present, *from William T. Knox, Director of Commerce's National Technical Information Service. This is one of several historical books in the NTIS Americana Collection, republished as a Bicentennial year tribute. Copies can be purchased for $13.50 from the NTIS sales desk (telephone 202-557-4650). Order number is PB 196 294/CZ.*

Canadian Vacation Travel To U.S. Increases

Canadians vacationing south of the border increased by 25 percent last year, according to Commerce's United States Travel Service. Pleasure trips by Canadians to the United States reached 2 million in 1975.

The U.S. share of the total Canadian vacation travel market continued to increase during 1975, indicating a recovery from the 1974 fuel shortages which affected travel volume from Canada. Travel to the United States accounted for 24 percent of the total vacation trips by Canadians, up from 22 percent in 1974.

Vacation expenditures by Canadians in the United States totaled $777 million in 1975, or about a 27 percent share of the total $2.9 billion Canadian vacation expenditures. Average trip expenditure in the United States by Canadian vacationers in 1975 increased 14 percent over 1974, from $570 to $650. The rise reflects inflationary cost increases and longer stays.

In general, Canadians vacationing in the United States were married (60 percent) and over 30 years of age (67 percent). About half were employed in professional occupations and had an annual family income of $15,000 or more.

Vacation travel to the United States by Canadians tended to be split evenly between summer and winter seasons in 1975. The average length of stay was 12.2 nights.

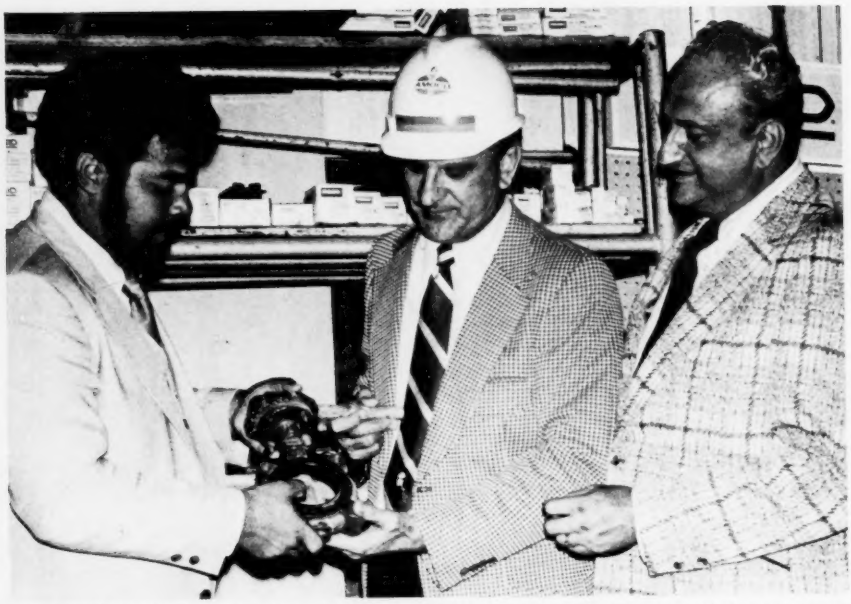
A summary fact sheet of USTS's *Vacation Travel By Canadians in 1975*—or information about the complete report, which will be available in the fall—is available from the Research and Analysis Division, United States Travel Service, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-4028).

Why Mickey Mouse's House Won't Burn

The Fire Retardant Chemicals Association will hold a conference October 18-21 on Fire Retardancy in the Construction Industry at Walt Disney World in Orlando, Florida, which will show off the extensive use of flame retardants in its construction.

The program will include: a symposium on tests and testing; specifiers' and insurers' view of fire in the construction industry; insulating materials and flameproof coatings; building components; and details of the fire prevention methods in the construction of Walt Disney World.

For further information, write: Fire Retardant Chemicals Association, 1001 Connecticut Ave. NW., Washington, D.C. 20036 or telephone 202-452-1531.



COOPERATION PAYS OFF—*Louisiana businessman Lyle Mouton (left) discusses his company's oil field equipment with LeRoy Roy (center) of AMOCO Production Company and Murray Poller (right), of Commerce's Maritime Administration.*

MANAGEMENT TIPS HELP BLACK-OWNED OIL FIELD SUPPLY FIRM HIT PAY DIRT

Black businessman Lyle Mouton's Louisiana-based "Circle M" oil field supply firm, which was started on a shoestring in 1973, is expected to gross $3 million in 1977. Mouton has signed a distribution agreement with National Pipe & Tube to service booming oil field markets in South Louisiana, East Texas and other sections of the country.

He credits his former employers at the Amoco Production Company's Lafayette, La., regional office for the initial push in establishing his own business. Although Mouton had left Amoco to join another company that made him and his computer-programmer wife a team offer, Amoco didn't forget him. Knowing of his capabilities and his desire to go into business for himself, Amoco executives gave him the encouragement and material assistance he needed to come back to Lafayette and start the Circle M business, which supplies drill bits, valves, fittings and other oil field equipment.

"At first," according to Mouton, "I pounded the pavement, calling on customers, delivering $6 orders with 10 percent markups at two o'clock in the morning to rigs out in the boondocks. I took all the little orders other suppliers didn't want to fool with."

The turning point came after Amoco began contacting oil-field tool manufacturers and pipe companies in his behalf. Then, Amoco agreed to pay for its purchases within ten days, so he was always 20 days ahead on his billings from suppliers (who operated on the usual 30-day payment cycle). This gave him valuable cash on hand. His suppliers include such well-known firms as Hughes Tool, Dresser Industries, Reed Tool and Smith Tool.

Reserve financing was achieved with help of the Acadiana Economic Development Corporation, a minority enterprise management and technical assistance firm funded by Commerce's Office of Minority Business Enterprise. Murray Poller, a U.S. Maritime Administration officer in New Orleans, also assisted Mouton with financial advice and business contacts, under an OMBE/MARAD minority business agreement.

His business financing accomplished, Mouton concentrated on expansion by attending seminars on oil field supply and by calling on Shell, Exxon, Marathon and other receptive customers. Mouton has a new warehousing facility under construction outside Lafayette, and his sister and a newly hired black pipeline engineer are opening a Houston office.

New Directory Of Franchise Opportunities Aimed At Minorities

Minorities seeking business ownership opportunities in the fast-growing franchise field can gain detailed information on more than 40 categories of franchising from an updated directory recently published by Commerce's Office of Minority Business Enterprise and Domestic and International Business Administration.

Franchise Opportunities Handbook identifies more than 653 franchisors who do not discriminate on the basis of race, color or national origin in the availability, terms or conditions of their franchises.

Other information contained in the extensive volume deals with the background of franchising in the nation, advice on investigating areas of possible interest by the franchisee, the code of ethics of the International Franchise Association, and various checklists to aid interested parties.

The book also contains nationwide listings and addresses of government and non-government assistance programs and agencies such as OMBE, U.S. Department of Commerce field offices, the Small Business Administration, Internal Revenue Service, Council of Better Business Bureaus and International Franchise Association. It also lists other sources of franchising information in selected books, pamphlets, periodicals and directories.

Commerce is making a special effort to disseminate this publication to minority groups.

Single copies of the *Franchise Opportunities Handbook* may be purchased for $3.60 (Catalog Number 210-801/340 1-3 1976) from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Limited copies of the directory are also available from: OMBE Information Center, 14th and Constitution Ave. NW., Washington, D.C. 20230.

Los Angeles Fire Units Host Conference

The Los Angeles City Fire Department, together with the Los Angeles County Fire Department, will host the Second National Conference of Commerce's National Fire Prevention and Control Administration, opening October 18 at the Hyatt House Hotel, L.A. International Airport.

The three-day conference will concentrate on fire prevention, and is being planned to assist fire departments nationwide in changing their emphasis from fire fighting to fire prevention. The conference will cover: a fire prevention proper mix; public education; building codes and design; inspection and enforcement; fire and arson investigations; and the implementation of fire prevention programs.

Both host fire departments have strong fire prevention programs.

NEW ELECTRICITY RATES GET ON-THE-SPOT TESTS

The Federal Energy Administration has selected eight investor-owned, municipal and rural electric utilities in California, North Carolina, Oklahoma and Puerto Rico to test rate reform, load management, and end-use conservation techniques.

Because electric utilities account for about 26 percent of the nation's total energy consumption, their importance as a factor in achieving national energy goals is apparent.

These projects are part of FEA's comprehensive national program to identify, demonstrate, and implement utility and consumer activities designed to improve efficiencies in the production, distribution and end-use of electricity. The program is based on balanced conservation and growth strategies for electric power designed to provide an adequate supply that is efficiently produced, equitably priced and prudently used.

The local government agencies are the utility companies taking part are:

—California Energy Resources Conservation and Development Commission and California Public Utilities Commission; Pacific Gas and Electric, Southern California Edison, San Diego Gas and Electric, and Sacramento Municipal Utility District.

—North Carolina Utilities Commission; Carolina Power and Light and Blue Ridge Electric Membership Corporation;

—Commonwealth of Puerto Rico; Puerto Rico Water Resources Authority; and

—City of Edmond, Oklahoma; Edmond Municipal Electric Company.

The California demonstrations will test time-of-use electricity rates for all customer classes. The study will also evaluate the potential for additional peakload control by means of a load management tariff. The final result will be an evaluation of the innovative rate structures used, and recommendations for possible future national adoption of such rates.

The North Carolina demonstrations will implement time-of-use electricity rates for all customer classes which will vary in structure and customer charges. Emphasis will be placed on the load-shaping effects of such rates as well as customer acceptance and understanding. The final results of this study will also evaluate the innovative rate structures used.

The Puerto Rico demonstration will measure the changes in customers' energy consumption in response to time-of-use pricing; analyze the distribution of impacts across different customer classes; determine the optimum load factors and the system-wide use of time-of-use rate structures; estimate utility and customer savings from the system-wide use of innovative rate structures, and utilize demonstration results in rate hearings and for changing electric tariff structures.

The Edmond, Oklahoma, demonstration calls for a research project of three non-traditional rate structures in comparison with the existing declining block rates. The results of the project will provide a measurement and analysis of changes in consumption patterns, consumer acceptance, and revenue under these rate structures by class of customer. In addition, the impact on various user classes and income groups, and the elasticity of demand will be evaluated.

Cities Eligible For $500,000 Each In Aid

As many as 12 cities will be the beneficiaries of grants of up to $500,000 as part of a federal demonstration program aimed at generating jobs in the private sector. Three government agencies—the Departments of Commerce, Labor, and Housing and Urban Development—have extended an invitation to 31 cities to compete for the urban development funds. These agencies will provide the funding for the program.

The cities invited to compete are: Phoenix; Fresno, Long Beach, Los Angeles and Oakland, Calif.; Bridgeport and Hartford, Conn.; Atlanta; Chicago; Louisville, Ky.; New Orleans; Baltimore; Boston and Worcester, Mass.; Detroit and Flint, Mich.; Kansas City and St. Louis, Mo.; Jersey City and Newark, N.J.; Albuquerque; Buffalo; Cleveland, Dayton and Toledo, Ohio; Portland, Ore.; Philadelphia and Pittsburgh, Pa.; Providence, R.I.; Memphis; and Milwaukee.

The grants, in the amount of $250,000 per year for at least two years, are to be used for the planning, staffing and administrative support necessary to coordinate federal and local, public and private resources into cohesive local development efforts.

They are intended to stimulate action to maintain and enhance existing employment opportunities as well as produce new jobs for the low and moderate income groups.

A board of representatives from the three federal agencies will select the winning cities from those invited to compete, which were recommended by a panel of nationally recognized urban experts. The panel was appointed by the U.S. Conference of Mayors/National League of Cities and the National Council for Urban Economic Development.

The recipients will be announced by the end of September.

Register In Advance For Computer Symposium

Preregistrations for a symposium on Trends and Applications: Computer Networks, scheduled for November 19 at Commerce's National Bureau of Standards headquarters in Gaithersburg, Maryland, are now being accepted.

The symposium, sponsored by NBS and the Institute of Electrical and Electronics Engineers Computer Society Technical Committee on Computer Communications, will be preceded on November 16 by a tutorial session on computer networking.

For preregistration information on both the symposium and the tutorial, write: Computer Networks, P.O. Box 639, Silver Spring, Md. 20901.

Science Court Is Subject Of Sept. 19 Colloquium

A colloquium on the proposed Science Court has been scheduled for September 19-21 at the Xerox International Center for Training and Management Development near Leesburg, Va. The colloquium is sponsored by the Commerce Technical Advisory Board, the National Science Foundation and the American Association for the Advancement of Science.

The Science Court Experiment is intended to begin development of a procedure for finding the state of scientific fact so that the best factual basis is available for public policy-making on important controversial issues. It is proposed that this fact-finding will be built on experience in both the legal and the scientific communities. The proponents hope that the Science Court can provide a useful means for resolving technical disputes over questions of scientific fact.

The colloquium is co-chaired by Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, and Arthur Kantrowitz, Chairman of the AVCO-Everet Research Laboratory.

Applications for attendance and additional information may be obtained from Frank Cacciapaglia, Jr., or Florence S. Feinberg, Room 3864, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5065). Completed applications should be received by September 5.

PERSONAL INCOME SHOWS STRONG GAIN IN JULY

Personal income increased $13.9 billion in July to a seasonally adjusted annual rate of $1,384.3 billion, according to the latest figures from Commerce's Bureau of Economic Analysis. The increase was the largest in 11 months, and followed a rise of only $7.5 billion in June.

Wage and salary disbursements increased $8.1 billion in July, following a $100 million decline in June. Payrolls in commodity-producing industries increased $2.0 billion in July; June payrolls were near the May level. Distributive industry payrolls increased $2.8 billion in July, following a $1.5 billion decline in June. Payrolls in service industries increased $2.4 billion in July compared with a $600 million increase in June. Government and government-enterprise wages and salaries increased $900 million in July, the same as in the preceding month.

Manufacturing payrolls increased $1.1 billion in July, compared with an increase of $400 million in June. The increase was entirely due to higher hourly earnings. The largest payroll gains were in machinery, food, and textiles. Fabricated metals and apparel payrolls showed sizable declines.

Transfer payments increased $5.7 billion in July, compared with a $300 million decline in June. About $4.6 billion of the July increase resulted from a cost-of-living increase in social security benefits. Dividend payments declined $800 million in July, compared with a $2.1 billion increase in June which was bolstered by an extra payment by a large automobile manufacturer. Farm proprietors' income declined $2.0 billion in July, compared with a $4.1 billion increase in the preceding month. Rental income increased $800 million, compared with a $600 million decline in June. The June decline was due to the damage caused to dwellings by the Snake River flood in Idaho.

On a regional basis, personal income in the first quarter of 1976 gained in 48 states. It rose fastest in Kentucky; there was a small decline in North Dakota, and practically no change in Nebraska, reflecting sharp declines in farm income.

In the seven fastest gaining states, the advance in seasonally adjusted personal income ranged from 3.5 percent to nearly 5 percent. In 36 states, the income gains ranged from 1.5 percent to just under 3.5 percent. In the remaining five states and the District of Columbia, the gains ranged from 1 to 1.25 percent.

Nationally, total personal income was up 2.5 percent, compared with a rise of 1 percent in consumer prices.

Total personal income consists of private and government wage and salary payments in cash and in kind, other labor income, farm and nonfarm proprietors' income, interest, net rents, dividends and transfer payments, less personal contributions for social insurance. It is measured before the deduction of personal income and other personal taxes and is reported in current dollars.

This and additional data appear each month in the *Survey of Current Business*, published by BEA and available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from most Commerce district offices. Annual subscription price is $48.30, including weekly supplements. Single copy price is $3.00.

Corporate Profits Show Only Slight Change

Corporate profits from current production increased $200 million in the second quarter of 1976 to a seasonally adjusted annual rate of $115.3 billion, according to preliminary estimates by Commerce's Bureau of Economic Analysis. Before-tax book profits were up $4.2 billion, reaching $145.3 billion. Inventory profits, which are excluded from profits from current production but included in before-tax book profits, increased in the second quarter and accounted for most of the larger increase in book profits.

Domestic profits from current production, at $109.3 billion, were up $1.9 billion from the first quarter rate, as profits of financial corporations decreased $400 million, to $13.8 billion, and those of nonfinancial corporations increased $2.2 billion, to $95.5 billion. The foreign component of profits, as measured by the net inflow of branch profits and dividends from the rest of the world, fell $1.7 billion in the second quarter, to $6.0 billion.

The profits tax liability component of the before-tax book profits total rose to a seasonally adjusted annual rate of $64.1 billion, from $61.4 billion in the first quarter. After-tax profits, at $81.1 billion, were $1.4 billion above the first-quarter rate. Dividends, at $34.4 billion, were $1.3 billion above the first quarter; and undistributed profits, at $46.8 billion, were up $200 million.

Additional data will appear in the August issue of the *Survey of Current Business*, the monthly magazine of the Bureau of Economic Analysis, available from most Commerce district offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Annual subscription price is $48.30; single copy, $3.00.

Metrication Handbook Aids Building Industry

Architects, engineers, building code officials and others in the U.S. building industry should find useful a new publication of Commerce's National Bureau of Standards that explains the issues involved in converting this industry to the SI metric system.

Metrication Problems in the Construction Codes and Standards Sector discusses such issues as the exclusion by building interests in other English speaking countries of "centimeter" as a preferred multiple of the base unit of meter; the desirability of introducing dimensional coordination concurrently with the SI metric system; and the problems in getting commitment from all segments of the building industry.

Copies of the publication, NBS Technical Note 915, may be ordered prepaid for 75 cents by SD Catalog No. C13.46:915 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Plants At Three-Fourths Of Practical Capacity

American industrial plants operated at an estimated 75 percent of their practical capacity during the last quarter of 1975, or at about the same rate as during the corresponding quarter of 1974, according to preliminary findings of a survey by Commerce's Bureau of the Census. Practical capacity is broadly defined as the greatest level of output an industrial plant can achieve within a realistic work pattern.

However, there were considerable changes in the durable and nondurable industry groups which tended to offset each other. Plants in the nondurable industry groups operated at 80 percent of capacity in the last quarter of 1975 as against 77 percent during the same period in 1974. In durable goods industries, usage was at a 72 percent level in 1975, a drop from 75 percent the year before.

In previous years, reporting in this survey was voluntary. The 1975 survey was conducted on a mandatory basis in which firms were required by law to participate. The final report will examine the effect of the increased, mandatory coverage on the measure of year-to-year change.

SNIFFER GETS WHIFF OF AIR POLLUTION

The latest in the arsenal of anti-pollution weapons helping scientists measure physical and chemical properties in air pollution is—the sniffer! Commerce's National Oceanic and Atmospheric Administration (NOAA) scientists are flying a quarter-ton of delicate sensors into the pollution plumes of industries, powerplants and cities, searching for microscopic links between air pollution and regional weather.

The sniffer equipment, formerly housed in a trailer, has been installed in a Cessna 206 to increase range and effectiveness. It permits researchers to fly directly into the pollution plumes and stay there long enough for the instruments to respond. The airplane has the speed and endurance to cover large areas in each mission.

The plumes are not homogeneous, but consist of patches of pollutants drifting over the ground. The measurements, the scientists believe, are a key to understanding how pollutants evolve chemically after entering the atmosphere, how they modify weather (especially precipitation) downwind of their source, and how a pollutant source in one location can diminish air quality in communities scores of miles away.

One of the key findings to date has been that the effects of pollutants from apparently similar sources vary greatly from place to place. Ingredients, humidity, atmospheric mixing depth are just a few of the factors that can differ.

This year the researchers have flown plumes originating from powerplants at Colstrip, Montana, and Farmington, New Mexico (in a continuing study supported by the U.S. Environmental Protection Agency) and from major smelting operations near Salt Lake City. They have participated in a pollution-probing manned-balloon experiment conducted in St. Louis by the Energy Research and Development Administration, NOAA and the National Geographic Society. They also probed Denver's "brown cloud," an ochre pall which hangs over the city during periods of heavy pollution.

The equipment senses pollutant gases like ozone, sulfur dioxide, nitric oxide and nitrogen dioxide, and monitors outside temperature and humidity.

Calendar Of Business Events

Sept. 8-9 — Gaithersburg, Md. — Public Workshop on Remote Terminal Emulation, Red Auditorium, National Bureau of Standards. Sponsors: NBS, General Services Administration. For information, Ms. Shirley Watkins, NBS (301-921-2601).

Sept. 10—Studio City, Calif.—Business Opportunity/Federal Procurement Conference, Sportsman's Lodge. Sponsor: U.S. Rep. James C. Corman. For information, Irene Slater, Field Deputy to Rep. Corman, 14545 Friar St., Van Nuys, Calif. 91401 (213-787-1776).

Sept. 12-15—San Francisco—1976 Bank Card Division Annual Convention, Hyatt Regency Embarcadero. Sponsor: American Bankers Assn. For information, Conference Coordinator, Bank Card Div., ABA, 1120 Connecticut Ave. NW., Washington, D.C. 20036 (202-467-4332).

Sept. 12-16—Boston—Boston Gift Show, Sheraton-Boston Hotel. For information, Little Brothers Shows, 261 Madison Ave., New York 10016 (212-986-8000).

Sept. 13—San Diego—Business Opportunity/Federal Procurement Conference, Vacation Village Hotel. Sponsor: U.S. Reps. Bob Wilson, Lionel Van Deerlin and Clair W. Burgener. For information, John Berry, Office of Rep. Wilson, Suite 285, 123 Camino De La Reina, San Diego, Calif. 92110 (714-299-2444).

Sept. 13-15—Washington—OCEANS 76, Sheraton-Park Hotel. Sponsors: Marine Technology Society and Council on Oceanic Engineering, IEEE. For information, OCEANS 76, MTS, 1730 M St. NW., Washington, D.C. 20036 (202-659-3251).

Sept. 13-15—Washington — Productive Communication, Georgetown University. For information, Betsy Girton, Program Coordinator, Continuing Management Education Program—SSCE, Georgetown U., Washington, D.C. 20057 (202-625-4353).

Sept. 13-15—Chicago—Solar Energy for Domestic Heating & Air Conditioning, Ascot House. Sponsor: New York Univ. For information, Heidi Kaplan, N.Y. Management Center, 360 Lexington Ave., New York 10017 (212-953-7262).

Sept. 13-17—Atlanta—1976 AAMA Convention/Bobbin Show, Georgia World Congress Center. For information, American Apparel Manufacturers Assn., 1611 N. Kent St., Arlington, Va. 22209 (703-524-1864).

Sept. 14-16—Chicago—Energy Management in Manufacturing Conference, Sheraton O'Hare Motor Hotel. Sponsors: Society of Manufacturing Engineers, others. For information, Technical Activities Dept., SME, P.O. Box 930 Dearborn, Mich. 48128 (313-271-1500 x403).

Sept. 14-16—Dallas—Increasing Machining Productivity with High Speeds & Feeds clinic, Statler Hilton Hotel. Sponsor: Society of Manufacturing Engineers. For information, SME, see address above.

Sept. 14-16—Cincinnati—Power Coating IV Conference & Exposition, Convention Center. Sponsor: Assn. for Finishing Processes, SME. For information, Jon Grove, SME, see address above.

Sept. 14-16 — Washington — Employee Motivation, Georgetown Univ. For information, Betsy Girton, Continuing Mgt. Education Program — SSCE, Georgetown Univ., Washington, D.C. 20057 (202-625-4353).

Sept. 15—Niagara Falls, N.Y.—1976 Small Business Assistance Conference, Niagara Falls Convention Ctr. Sponsors: Commerce, SBA and others. For information, Conference Headquarters, Room 1314, 111 W. Huron St., Buffalo, N.Y. 14202 (716-842-3354).

Sept. 15-16—Washington — Government Procurement Program, Federal Bar Assn. 1976 Convention, Mayflower Hotel. For information, FBA National Headquarters, 1815 H St. NW., Washington, D.C. 20006 (202-638-0252).

Sept. 15-17—New York — Fundamentals of Finance & Accounting for the Non-Financial Executive, Biltmore Hotel. Sponsor: The Wharton School. For information, Heidi Kaplan, New York Mgt. Center, see address above.

Sept. 16-17—Los Angeles—Energy Conservation in Industrial Plants, Los Angeles Biltmore Hotel. Sponsor: New York Univ. For information, Heidi Kaplan, New York Mgt. Center (see address above).

Sept. 16-17—San Antonio—1976 Regional Operations & Automation Workshops, Hilton Palacio del Rio. For information, American Bankers Assn., 1120 Connecticut Ave. NW., Washington, D.C. 20036.

International Commerce Report

Trends In World Imports Mixed; Steep Gains Few

LATEST QUARTERLY FIGURES SHOW U.S. SHARE OF MARKET STRONGER IN DEVELOPING NATIONS

The value of imports into the world's leading trading nations showed mixed trends during the latest 12-month period for which data are available. As shown in the accompanying table, only a few countries recorded steep increases from the world or the United States compared to the majority for which this occurred in the year ending in early 1975.

Growth in the value of world imports slowed as prices of various internationally traded commodities continued to decline through 1975 and only began to rise in the first quarter of 1976. In addition, although many of the industrialized economies were expanding in the initial months of 1976, lags in placing orders and deliveries may have limited the growth in these countries' purchases. Finally, with imports valued in dollars instead of national currencies, the appreciation of the U.S. dollar relative to the currencies of many of these countries has the effect of making the import increases smaller and the decreases larger.

U.S. exporters improved or maintained their share in about half of the markets, an increase from a smaller fraction last year. This change stemmed from a stronger U.S. performance in the developing countries. Among developed countries the U.S. recorded share increases and declines in about an equal number of the smaller nations, but showed decreases in most of the largest importers, including the five leading traders.

In the top ten markets, the U.S. position improved only in the Netherlands, Sweden, and Canada while remaining unchanged in Spain. The Netherlands accelerated imports of U.S. goods more than other major purchasers. Leading the 10 percent rise in Dutch imports from the U.S. were arrivals of wheat, animal feedstuffs, aircraft and parts, electrical and nonelectrical machines, all of which more than offset declines in organic chemicals and oilseeds.

Greater Swedish imports of various types of U.S. machinery, principally nonelectrical, and of road vehicles and other goods helped boost the U.S. position, despite sharply reduced sales of U.S. aircraft. The U.S. advance in Canada was paced by imports of new automobiles and motor vehicle parts and engines.

The U.S. share in Spain was unchanged as imports from both American and other suppliers declined equally. Increased Spanish purchases of U.S. nonelectrical machinery, power generating equipment, and iron and steel scrap were more than countered by greater overall reductions in arrivals of soybeans, corn and aircraft.

Among the five leading import markets, U.S. import shares dropped substantially in Japan and France while the U.S. deterioration in Germany, Britain and Italy was moderate.

Imports from the United States into Japan fell in nearly every category of goods, particularly in wheat, cotton, steel scrap, and coal. France also imported less U.S. wheat as well as soybeans, aircraft, and organic chemicals; these changes were only partially matched by expanded demand for U.S. pharmaceuticals and telecommunications equipment. German imports from the United States, increasing less than from other suppliers, consisted largely of wheat, hard coal, chemical products and defense items. The greatest declines in the U.K. for U.S. goods occurred in aircraft, organic chemicals and coal. Weaker demand in Italy for U.S. copper, steel sheets and plates, aircraft, and oilseeds overshadowed sizable increases for U.S. wheat and corn.

The U.S. position slipped in Belgium-Luxembourg, with declines recorded for entries of U.S. corn, non-ferrous scrap and pharmaceutical products.

Of the smaller developed markets, U.S. shares varied with strong advances in Yugoslavia and New Zealand, but substantial declines in Greece and Norway. Increased purchases of various U.S. electrical and nonelectrical machinery largely accounted for the better U.S. position in Yugoslavia.

The U.S. share fell in Greece, Denmark, and Argentina as these countries increased their imports more from the world than from this country. These nations, however, were among those smaller developed markets, approximately half, which increased their level of imports from the United States. In Denmark, available data show increased U.S. entries of aircraft, soybeans, and tobacco.

Among the developing nations U.S. share advances were recorded in half of these countries, twice the fraction registered during the comparable period ending early last year. In Mexico, this country's largest market in the developing world, the U.S. position changed little. However, the Mexican import value of U.S. products did increase, led by greater purchases of metalworking machinery, construction and mining equipment, and telecommunications apparatus. Iran and Nigeria doubled their import values from the United States. Increased imports by South Korea from the United States was associated with a moderate advance in the American share.

Shift In German Centers

A new marketing strategy designed to meet the decentralized character of the West German economy has been instituted by the Commerce's Department's Office of International Marketing.

The 14-year-old U.S. Trade Center at Frankfurt will close at the end of the year, to be supplanted by an International Marketing Center at Cologne. From the Cologne center a fair management team will select up to six major German trade fairs each year on which to focus exhibition emphasis. The Cologne center will also have year-round facilities for U.S. exporters, including a small exhibition area suitable for displaying samples or introducing new products, and other quarters for holding seminars, sales meetings or interviews with prospective agents or customers.

World Market Report

The 45 markets shown below accounted for 84 percent of 1975 imports into all free-world markets and 82 percent of imports from the United States

Values in millions of dollars — Published quarterly

Importing country	1975 Imports				1976 Imports January through latest month					Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	U.S. share excl. oil %	Latest month	From world	From U.S.	U.S. share %	U.S. share excl. oil %	From world %	From U.S. %
Germany, F. Rep.	74,986	5,786	7.7	9.0	May	34,515	2,799	8.1	8.6	+ 8	+ 5
Japan	57,840	11,619	20.1	31.1	May	25,283	4,694	18.6	29.3	− 4	− 12
France	53,266	4,075	7.6	9.2	Apr.	21,026	1,537	7.3	[3]9.4	+ 2	− 6
United Kingdom	53,265	5,204	9.8	11.7	May	22,801	2,277	10.0	12.2	− 4	− 8
Italy	38,436	3,355	8.7	11.2	Apr.	13,261	1,001	7.5	([3])	− ([3])	− 3
Canada	36,331	23,805	65.5	75.5	May	16,837	11,243	66.8	[1]76.7	+ 4	+ 9
Netherlands	34,560	3,475	10.1	11.9	Feb.	5,715	541	9.5	[1]13.0	− ([3])	+ 10
Belgium-Lux.	30,632	1,947	6.4	7.0	Apr.	10,605	645	6.1	[1]7.2	+ ([3])	− 3
Sweden	17,871	1,184	6.7	7.8	Mar.	4,412	307	7.0	8.1	− 1	+ 5
Spain	16,262	2,585	15.9	20.4	May	7,042	1,127	16.0	21.6	− 4	− 4
Switzerland	13,284	1,010	7.6	8.3	Mar.	3,356	223	6.6	7.8	− 11	− 12
Australia	11,448	2,205	19.3	([2])	Mar.	2,961	596	20.1	([2])	− 8	− 12
Iran	10,348	2,051	19.8	19.8	.....	.....	.....	....	....	+ 91	+110
Denmark	10,329	622	6.0	7.2	Apr.	3,945	195	4.9	5.8	+ 10	+ 5
Norway	9,754	696	7.1	7.5	Mar.	2,668	205	7.7	8.2	+ 15	− ([3])
Austria	9,392	275	2.9	3.2	May	4,371	130	3.0	3.2	+ 4	+ 8
Singapore	8,126	1,278	15.7	20.7	Mar.	2,121	296	13.9	([2])	− 5	− 7
Yugoslavia	7,697	417	5.4	5.8	Mar.	1,680	89	5.3	5.7	− 2	+ 24
Finland	7,609	421	5.5	6.4	Mar.	1,670	108	6.5	7.3	− 4	− 6
South Africa	7,569	1,341	17.7	([2])	.....	.....	.....	....	....	− 4	+ 2
Korea, Rep.	7,274	1,881	25.9	31.6	.....	.....	.....	....	....	+ 6	+ 11
Hong Kong	6,757	799	11.8	12.6	Apr.	2,640	298	11.3	11.8	+ 13	+ ([2])
Mexico	6,580	4,108	62.4	([2])	.....	.....	.....	....	....	+ 8	+ 9
Nigeria	6,035	[1]662	[1]11.0	([2])	.....	.....	.....	....	....	+119	+ 96
Taiwan	5,960	1,655	27.8	31.8	Feb.	1,122	277	24.7	28.6	− 11	− 6
Greece	5,322	396	7.4	9.0	Jan.	408	27	6.7	7.8	+ 19	+ 2
Indonesia	4,770	670	14.0	([2])	Feb.	599	95	15.9	([2])	+ 8	+ 5
Turkey	4,739	426	9.0	([2])	.....	.....	.....	....	....	+ 25	+ 22
Israel	4,116	905	22.0	([2])	Mar.	992	214	21.5	([2])	− 7	+ 7
Argentina	[1]4,024	[1]662	[1]16.5	([2])	.....	.....	.....	....	....	+ 11	+ 7
Portugal	3,996	485	12.1	[1]13.9	Jan.	299	16	5.3	([2])	− 22	− 9
New Zealand	3,788	533	14.1	([2])	.....	.....	.....	....	....	+ 4	+ 14
Philippines	3,786	822	21.7	([2])	Mar.	1,050	223	21.3	27.7	+ 7	+ 1
Ireland	3,769	272	7.2	8.3	May	1,753	128	7.3	8.3	− 1	− 1
Thailand	3,141	462	14.7	([2])	.....	.....	.....	....	....	− ([3])	+ 9
Malaysia, West	3,118	333	10.7	12.2	.....	.....	.....	....	....	− 12	+ 2
United Arab Emirates	2,600	372	14.3	([2])	Feb.	406	52	12.7	([2])	[4]+ 45	[4]+ 55
Morocco	2,566	193	7.5	8.5	.....	.....	.....	....	....	+ 35	+ 13
Pakistan	2,131	269	12.6	[1]15.3	Mar.	484	102	21.1	25.2	+ 3	− 7
Trinidad, Tobago	1,470	[1]329	[1]22.4	[1]44.9	.....	.....	.....	....	....	− 21	+ 65
Bahrain	1,189	92	7.7	([2])	Feb.	200	18	9.2	([2])	[4]+ 5	[4]+ 14
Jamaica	1,112	404	36.4	46.0	Mar.	234	86	36.7	([2])	+ 7	+ 14
Ecuador	943	379	40.2	40.2	.....	.....	.....	....	....	− 2	+ 6
Panama	867	[1]214	[1]24.7	([2])	.....	.....	.....	....	....	+ 9	− ([3])
Oman	676	65	9.6	([3])	.....	.....	.....	....	....	+ 70	+110

Note: The countries shown above include the 45 major importers of U.S. merchandise in 1975 for which current data are available. Other oil-exporting countries, including Saudi Arabia, Iraq and Kuwait, have become major markets for U.S. merchandise, but current trade data from these countries are not now available so they cannot be included in this tabulation. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to c.i.f. valuation for Australia, Canada, Philippines and the Republic of South Africa.

* Compared with preceding 12 months; percentages are based on total imports, including oil.

[1] Partly estimated. [2] Not available. [3] Less than 0.5 percent. [4] Import change from year 1974 to year 1975.

Source: Official trade statistics of listed countries.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

Legislative Message: President Ford recently urged passage of the Export Administration Act Extension, to extend the Act three years to Sept. 30, 1979. The Act authorizes the President to regulate U.S. exports when needed to prevent an excessive drain of scarce materials, to further foreign policy, and as necessary for national security purposes. The Administration has also requested that the maximum penalties under the Act be increased.

The request was in a Presidential message to the Congress listing legislation considered to be in priority categories and recommending passage of specific legislation. Among the latter was legislation which would authorize the U.S. to accept fundamental amendments to the Articles of Agreement of the International Monetary Fund. The amendments generally concern: members' arrangements, reduction in the role of gold in the international monetary system, changes in the characteristics and uses of Special Drawing Rights, and modernization of Fund operations. The legislation would also authorize the U.S. to consent to an increase in its Fund quota equivalent to 1,705 million Special Drawing Rights.

Another recommended bill would authorize the President to accept membership for the U.S. in a new, $25 billion Financial Support Fund agreed to by the OECD. It would provide short to medium term financing to participating OECD members with extraordinary needs.

In addition, the President urged passage of legislation which would authorize the Secretary of the Treasury to vote for an increase of $8.4 billion in the authorized capital stock of the World Bank, and to subscribe to an additional 13,005 shares of capital stock, and authorize appropriations of approximately $1.57 billion for the U.S. share increase.

Import Relief: The President has directed expeditious consideration by the Secretaries of Labor and Commerce of requests for adjustment assistance by firms and workers in the **shrimping** industry. This action by the President follows a May 11 finding by the U.S. International Trade Commission that imports of shrimp are entering the U.S. in such increased quantities as to be a substantial cause of serious injury to domestic shrimp fishermen and a recommendation that adjustment assistance be provided to the industry.

CONGRESS

Bills Passed—Senate: The Senate passed H.R. 10612, the Tax Reform Act, in a version including the "Ribicoff amendment," which is intended to insure that Congress has the option of overriding a Presidential decision on the remedy in import relief actions under Title II of the Trade Act. It further permits only those ITC Commissioners who find injury in an import relief action to vote on a remedy, and changes the total number of Commissioners from six to seven. Also included in the Senate-passed version of the Tax Reform Act are amendments to amendments previously made by the House of Representatives regarding tax deferral under Domestic International Sales Corporations (DISC). The bill will now go to a House-Senate conference.

In other action, the Senate passed S. 2839 which provides that the Secretary of Commerce shall conduct timely studies of foreign direct and portfolio invest-

ments in the United States and of direct and portfolio investments overseas by U.S. investors. The Senate also agreed to S. Res. 487, stating the sense of the Senate favoring the President's initiation of negotiations to restrain the growth of **palm oil** imports into the U.S.

Bills Reported—Senate: The Committee on Foreign Relations reported favorably in principle on U.S. participation in both the International Coffee Agreement, and the International Wheat Agreement. The Committee on Banking, Housing and Urban Affairs has reported a clean bill S. 3664, incorporating S. 3133, S. 3379 and S. 3418. This amends the Securities Exchange Act to require disclosure of certain payments in excess of $1,000 to foreign individuals, and officials or agents of foreign governments which may be illegal. (For details, see *Commerce America*, Aug. 16.)

Committee Hearings — Senate: The Committee on Foreign Relations held hearings on S. 1439, the Export Reorganization Act, which deals primarily with the U.S. export licensing process. The Committee also held hearings on the Fifth International Tin Agreement, receiving testimony from government and public witnesses. Hearings on both topics were recessed subject to call.

Committee Hearings — House: The House Ways and Means Committee's Subcommittee on Trade held four days of hearings on the Customs Modernization Act. Treasury and Customs officials, as well as public witnesses, commented regarding amendment of section 592 of the Tariff Act of 1930, governing the penalties which may be imposed for certain false information given in connection with the importation of goods.

The House Committee on International Relations held a hearing on amendments to the Export Administration Act of 1969. Arthur T. Downey, Deputy Assistant Secretary of Commerce for East-West Trade, and Rauer H. Meyer, Director, Office of Export Administration, testified. The Committee's Subcommittee on International Trade and Commerce held hearings on United States-Cuba trade and trade promotion. Testimony was given by State and Treasury officials. The hearings included a discusion of the volume of trade foreign subsidiaries of U.S. firms have had with Cuba since the Cuban Angola involvement.

The Subcommittee on Merchant Marine of the House Committee on Merchant Marine and Fisheries concluded hearings on H.R. 14564, the third flag carrier bill. The bill would protect U.S. ocean carriers from discriminatory rate-cutting practices by foreign nations. Further consideration of this bill has officially ended until next year to allow the Soviet Union to fulfill its recent agreement with the Federal Maritime Commission to bring Soviet rates up to those of independent liner operators.

The Subcommittee on Oilseeds and Rice of the Committee on Agriculture held hearings on H.R. 14921 and H.R. 14984, identical bills regarding inspection and identification of **palm oil and palm oil products.** Testimony was heard from government officials. The Subcommittee approved for full committee action H. Res. 1399, expressing the sense of the House that foreign palm oil development loans by international financial institutions be generally discouraged and H. Res. 1400, expressing the sense of the House that a study by the Secretary of Agriculture on palm oil imports be made.

Committee Hearings—Joint: The Committee on Atomic Energy held hearings on S. 1439, reorganizing the nuclear export functions of the Federal Government. Testimony was heard from members of Congress, and representatives from ERDA, NRC, State, and the Arms Control and Disarmament Agency.

New Legislation: In the second session of the 94th Congress, 160 trade and related bills have been introduced. Bills not previously reported in this column include: H.R. 14750, to amend the Export Administration Act of 1969 to strengthen the antiboycott provisions; H.R. 14751, to extend the coastwise laws of the United States to the U.S. Virgin Islands with respect to the transportation in bulk by water of **crude oil, unfinished oils, residual fuel oil,** and **finished petroleum products;** H.R. 14757, to amend the Federal Food, Drug and Cosmetic Act to require the label on certain food products to disclose the total sugar content; H.R. 14819, to amend the Export Administration Act of 1969 to establish a program of gathering and analyzing information with respect to **multinational enterprises,** and to require publication of such material on a regular basis; H.R. 15881 and H.R. 14889, to impose quantitative limitations on the importation of **mushrooms** into the United States; H.R. 14910, to prohibit the importation of products made from the **livers of ducks or geese** which have been force fed; H.R. 14921 and H.R. 14948, to require that imported **palm oil** products made wholly or in part of imported palm oil be labeled to provide for the inspection of imported palm oil and palm oil products and to require that such imports comply with certain minimum standards of sanitation.

Also, H.R. 14997, to amend section 502(b) (2) of the Trade Act of 1974 to remove certain restrictions regarding which countries may be designated as beneficiary developing countries for the purpose of the Generalized System of Preferences (GSP); H.R. 15114, to amend the Export Administration Act of 1969 to prohibit the exportation of **horses** intended for slaughter; H.R. 1446, to urge the President to deny to any country granting sanctuary to international terrorists the benefits of designation as a beneficiary developing country under GSP; S. 3685, to suspend until the close of June 30, 1977, the duty on certain **doxorubicin hydrochloride antibiotics;** S. 3695, to authorize the Secretary of Commerce to enhance and validate certain export expansion activities; S. 3704, to impose quantitative limitation on the importation of **mushrooms** into the United States; S. 3715, to require that imported **honey** and **honey products** made wholly or in part of imported honey be labeled "imported," and to provide for inspection to assure compliance with certain minimum standards of sanitation; S. 3720, to amend the Tariff Schedules of the United States to impose a duty on imports of **shrimp,** to limit the quantity which may be imported into the United States during any calendar year; and S. 3738, to amend the Tariff Act of 1930 to exempt from duties and taxes supplies for certain vessels.

SPECIAL TRADE REPRESENTATIVE

Section 301—Unfair Trade Practices: On Sept. 21, a hearing will be held on the proposed increase in the tariff on brandy (TSUS items 168.28 and 168.32) valued at over $9 per gallon to not less than $5 per gallon. The proposed action, pursuant to sections 125 or 301 of the Trade Act of 1974 or other authority, is intended to restore the balance of benefits of trade agreement concessions between the EEC and U.S. and results from European restrictions on the importation of poultry from the U.S. Prospective witnesses must submit a request to testify and 20 copies of testimony to the Office of the Special Representative for Trade Negotiations, 1800 G Street, NW., Washington, D.C. 20506 by Sept. 13, 1976. Written briefs not connected with oral testimony must be submitted by Sept. 17.

TREASURY DEPARTMENT

Countervailing Duty Cases: The Department has made a preliminary determination that benefits have been received which may constitute bounties or grants within the meaning of the Countervailing Duty Law on **scissors and shears** from Brazil. A final determination is due by Feb. 9. Before a final determination is made, all written submissions containing relevant views and information will be considered. Submissions must be received by the Commissioner of Customs, 1301 Constitution Avenue, NW., Washington, D.C. 20220 no later than Sept. 8. In a separate decision on a similar complaint, filed by Hammond Lead Products, Inc. in February, alleging that **litharge** and **red lead** from Mexico benefit from bounties or grants, by virtue of the operation of the Mexican export tax

and price control system, the Department concluded that the allegations and information in the petition failed to describe a bounty or grant, and were therefore insufficient to warrant initiation of an investigation.

Also, pursuant to allegations by a petitioner that the Canadian government provides direct assistance to fishermen and fish processing facilities, an investigation to determine the existence of a bounty or grant has been announced, with a preliminary determination due no later than Oct. 1. Fish imports from Canada subject to this investigation totaled approximately $3,200,000 in 1975.

Allegations have also been made in a countervailing duty petition that bounties or grants are being paid on **handbags** from Korea and the Republic of China. The Department has initiated an investigation for which a preliminary determination will be made by Nov. 24.

Treasury has initiated another investigation following receipt of a petition alleging payment of bounties or grants on exports of **unwrought zinc** to the U.S. from Spain. A preliminary determination will be made no later than Dec. 17.

Handbag Waiver: Secretary Simon signed a determination waiving imposition of countervailing duties on Brazilian **leather handbags** exported on or after July 1. Such a waiver is authorized by section 303(d) of the Trade Act of 1974 when the Secretary of the Treasury determines: (1) that steps have been taken to reduce substantially the adverse effects of the bounties or grants; (2) that there is a reasonable prospect that, under section 102 of the Trade Act of 1974, successful trade agreements will be entered into by foreign countries or instrumentalities providing for the reduction or elimination of barriers to or other distortions of international trade; and (3) that the imposition of countervailing duties would be likely to jeopardize completion of such negotiations.

Antidumping Cases: The Department announced a six-month withholding of appraisement on **melamine in crystal form** from Japan, pending determination as to whether it is being sold at less than fair value (LTFV), within the meaning of the Antidumping Act of 1921, as amended. The investigation has been limited to Nissan Chemical Industries Ltd. of Tokyo. A final decision in this case will be made by Sept. 18. Imports from Japan during 1975 were approximately $1.4 million.

Treasury also issued a finding that **tantalum electrolytic fixed capacitors** from Japan, except those exported by Matsushita Electric, are being or are likely to be sold at LTFV. The case has been referred to the ITC for a determination as to whether a U.S. industry is being or is likely to be injured. An affirmative decision coupled with the finding of sales at LTFV would result in assessment of dumping duties. Imports of the subject product were valued at approximately $1.5 million during calendar year 1975. In addition, a finding was announced that **AC adapters** from Japan are not being, nor are likely to be sold at LTFV. Imports from Japan between May 1, 1975 and Feb. 29, 1976 amounted to approximately $500,000.

In other action, a dumping finding with respect to **water circulating pumps, wet motor type, suitable for use in residential and commercial hydronic heating systems** from the United Kingdom has been issued, following affirmative findings of sale at LTFV and of injury to a U.S. industry. Imports from the United Kingdom during 1975 were valued at roughly $580,000.

Modification of Treasury's 1969 dumping finding on **potassium chloride (muriate of potash)** imported from Canada has been announced, revoking the order for four firms: Cominco Ltd., Brookville Chemical Industries, Ltd., Hudson Bay Mining and Smelting Co., Ltd., and Swift Canadian Co., Ltd.

Finally, the Department announced tentative revocation of a dumping finding (published in 1972) with respect to large **power transformers** from Switzerland, and tentative modification of a dumping finding (published in 1970) with respect to **tuners** (of a type used in consumer electronic products) from Japan, produced and sold by the Sony Corporation. The finding on tuners has already been modified to exclude three other Japanese companies and final action on a fourth is pending. Imports of tuners from Japan totaled roughly $4 million in 1975, and imports of large power transformers from Switzerland were valued at $534,199.

COMMERCE DEPARTMENT

Import Relief: Secretary Richardson anounced that the Commerce Department is prepared to provide trade adjustment assistance to U.S. shrimping firms. Previously, the Department, in a report to the President, required under the import relief provisions of the Trade Act, noted that approximately 10,400 vessels are engaged in shrimping, and that, as of June 16, none of the boat operators (firms) had applied for adjustment assistance. The report indicated that only a few firms are likely to qualify.

Shrimpers seeking to participate in trade adjustment assistance for firms should petition for certification of eligibility to: the Trade Act Certification Division, Economic Development Administration, U.S. Department of Commerce, Washington, D.C. 20230. EDA is also authorized to provide assistance to communities hurt by loss of jobs and income in the shrimp industry. Communities wishing to participate in this program should contact EDA regional offices located in Philadelphia, Atlanta, Chicago, Denver, Seattle, or Austin.

LABOR DEPARTMENT

Report on the Shrimp Industry: A new Labor Department study completed under requirements of the import relief provision of the Trade Act indicates that as many as 300 former workers involved in processing **shrimp** and other seafood may be eligible to apply for trade adjustment assistance over the next year.

Adjustment Assistance: The Department certified workers at several firms as eligible to apply for trade adjustment assistance. These workers have been or may become unemployed as a result of increased imports. The workers certified (numbers where available are approximate) are or have been employees of the following firms: Motorola, Inc., Phoenix and Mesa, Ariz. **(integrated circuits, discrete semiconductor devices)**, 900 (revised certification); Simonds Steel (division of Wallace Murray Corp.), Lockport, N.Y. **(tool steel, stainless steel)** 350; Midwest Footwear Co., Inc., Sullivan, Mo. **(women's footwear)**, 140; Empire Shoe Mfg. Co., Inc., Elizabethtown, Pa. **(women's and girls' casual shoes)**, 90; Top-O-Mart Clothes, Vineland, N.J. **(men's and boys' suits and sport coats)**, 60; Arrow Co. (division of Cluett Peabody and Co., Inc.), Troy, N.Y. **(men's woven dress shirts)**, 200; Russell, Burdsall and Ward, Inc., Mentor, Ohio **(metal fasteners)**, 175; Fairview Mfg. Co., Hammontown, N.J. **(men's sport slacks)**, 90; Consolidated Pants Inc., Hammontown, N.J. **(women's slacks)**, 40; Fairfield Glove Co., Inc., Fairfield and Bonaparte, Iowa **(work gloves)**, 50; Cardozo Mfg. Co., Inc., Kansas City, Mo. **(aluminum tennis rackets)**, 25; Galeton Production Co., Galeton, Pa. **(electronic receiving tubes)**, 75; Dame Belt Co. and Mac Originals, Inc. (subsidiary of Dame), New York **(handbags)**, 30; Goodyear Tire and Rubber Co., New Bedford, Mass. **(bicycle tires and tubes)**, 65; Northhampton Pants Co., Easton, Pa. **(men's trousers)**, 60; GTE Sylvania, Inc., Ottawa, Ohio **(color and monochrome picture tubes)**, 750; General Electric Co., Liverpool, N.Y. **(color picture tubes)**, 350; Chicago Pneumatic Tool Co., Utica, N.Y. **(pneumatic tools)**, 260; Modern Slack Creations, Northhampton, Pa. **(men's trousers)**, 145; Star Sportswear Mfg. Corp., Lynn. Mass. **(men's leather coats)**, 128; U.S. Steel Corp., Waukegan, Ill. **(stainless steel wire)**, 100; Alamo Accessories Inc., New York **(handbags)**, 12; Frederick H. Burnham Co., Michigan City, Ind. **(work gloves)**, 20; Hercules Trouser Co., Wellston, Ohio (100), Manchester, Ohio (100), Hillsboro, Ohio (90), Fordyce, Ark. (85),

(men's dress pants); Jones and Laughlin Steel Corp., Youngstown, Ohio (190), Louisville, Ohio (100) **(stainless steel sheet and strip)**.

The Department denied petitions for trade assistance for workers of the following companies: Singer Business Machine Co., San Leandro, Calif. **(mini-computers, electronic cash registers, computer-assisted cash register systems, and related components)**, 1150; Magerman Trousers Inc., Philadelphia **(men's trousers)**, 60; Veeder Industries, Inc., Lancaster, Pa. **(specialty fasteners)**; Duquesne Mini Supply Co., Pittsburgh **(specialty bolts** and **related products)**; Hutch Sporting Goods Co., Cincinnati **(sporting and athletic goods)**, 10; Pattin Mfg. Co., Marietta, Ohio **(mine roof-support bolts and plate washers)**; Pawtucket Screw Co., Pawtucket, R.I. **(steel, brass and stainless steel screws)**, 30; Teledyne Efficient Industries, Cleveland **(tools, dies, jigs, and fasteners)**, 25; Arvin Industries, Inc., Princeton, Ky. **(compact stereo systems)**; Minnesota Mining and Mfg. Co., Wayne, Mich. **(adhesives, sealers, and coatings)**; NVF Co. (Sharon Steel Corp.), Farrell, Pa. **(carbon, alloy and stainless steel)**, 1350; Erie Bolt Corp., Erie, Pa. **(standard and steel special fasteners)**, 115; Texton, Inc. (Fabco Fastening Systems), West Newton, Pa. **(washers)**, 25; Hercules Trouser Co., Columbus, Ohio (shipping of **men's dress pants and leisure suits)**, 35; SKF Textile Products, Inc., North Attleboro, Mass. **(textile spindles)**, 17; University Clothing Corp., Cambridge, Mass. **(men's raincoats)**; Keystone Consolidated Industries, Inc. (Delta Metal-Forming Div.), Greenville, Miss. **(specialty fasteners)**; Republic Steel Corp., Cleveland **(stainless steel pipe and tubing, carbon steel mechanical pipe and tubing)**, 25; Republic Steel Corp., Birmingham, Ala. **(coke and carbon steel)**; Henry I. Siegel Co., Inc., Dickson, Tenn. and Fulton, Ky. **(men's and women's clothing)**; GTE Sylvania, Inc., Titusville, Pa. **(printed circuit electronic connections)**, 150; Charles Rakin and Co., Inc., Frackville, Pa. **(men's lounging robes)**, 30; Townsend Fastening Systems (division of Textron, Inc.), Ellwood City and Fallston, Pa. **(specialty fasteners, solid rivets)**; Tabin and Pearlman Clothes, Inc., New York (merchandising and selling of **men's suits and furnishings)**; National Screw and Mfg. Co., Cullman, Ala. **(welded and weldless chain)**; Champion Rivet Div. (division of Champion Commercial Ind.'s, Inc.), East Chicago **(spokes and nipples** used for **bicycles and motorcycles, steel rivets)**; Chicago Expansion Bolt Corp., Chicago **(masonry fasteners)**; Sperry Univac, Utica, N.Y. **(electronic data processing equipment)**, 1000; Wrought Washers Mfg., Inc., Milwaukee **(steel washers)**, 160; Forest Hills Sportswear, Lawrenceburg, Tenn. **(suit slacks and dress slacks)**, 20; Engelhard Minerals and Chemicals Corp., Union, N.J. **(metal contacts)**; Enflo Corp., Maple Shade, N.J. **(TFE basic shapes)**; U.S. Steel Corp., Waukegan, Ill. **(carbon steel wire)**; Republic Steel Corp. (Gulfsteel Works), Gadsden, Ala. **(carbon steel sheet, strip and plate)**, 1850; Cyclops Corp. (Empire-Detroit Steel Div.), Mansfield, Ohio **(hot and cold rolled carbon steel sheets and coils, silicon steel sheets and coils, and stainless steel sheets and coils)**, 610; Hochsheid Tailoring Co., Cincinnati **(men's pants)**, 15; Nevada Northern Railway Co., East Ely, Nev. (transporting of **blister copper)**; Pawtucket Fasteners, Inc., Pawtucket, R.I. **(stainless steel fasteners)**; Republic Corp., (Harmony Industries Div.), Mingo Junction, Ohio **(mine roof-support bolts)**; U.S. Steel Corp., Homestead, Pa. **(stainless steel plate and carbon steel)**, 1800; AMPCO-Pittsburgh Corp. (Wycoff Steel Div., Monaca Plant), Pittsburgh **(pipe thread protectors, pipe thread nipples)**; Zenith Electronics Corp., Lansdale, Pa. **(color TV tubes)**; Teledyne, Inc. (Canonsburg, Div.), Washington, Pa. (polishing of **stainless steel coils)**; TRW/IRW (division of TRW, Inc.), Boone and Newland, N.C. **(fixed resistors)**, 460; Belmont Mfg. Corp., New Bedford, Mass. **(men's, women's and boys' clothing)**, 40; Freetown Screw Mfg., East Freetown, Mass. **(machine screws, special machine screws, sheet metal screws)**, 10; W. T. Grant Co., Matawan, N.J. (retailing); Star Glove Co., Kokomo, Ind. **(cotton work gloves)**, 2; The Grandoe Corp., Gloversville, N.Y. **(leather and fabric gloves)**; Jones and Laughlin Steel Corp., Gainesville, Tex., **(carbon steel tubing)**, 200; Oil City, Pa. **(carbon and stainless steel tubing)**, 200; Indianapolis **(carbon and alloy steel strip)**, 50; and Willimantic, Conn. **(carbon steel bars)**, 40.

Revision: The Department has terminated eligibility of certain Chrysler Corp. **auto** workers to apply for trade adjustment assistance. The revision of the prior certification means that all workers who become separated from Chrysler's Mound Road Engine Plant and Lynch Road Assembly Plant (Detroit), Treton Engine Plant (Treton), and Lyons Trim Plant (Lyons) on and after July 30, 1976 are denied certification. The Department found, however, that the workers at Chrysler's St. Louis Assembly Plant in Fenton, Mo., still meet the group eligibility requirements of the Trade Act of 1974, and thus will continue to be eligible for assistance.

Investigations: The Labor Department, during the period between June 17 and July 21, initiated a series of investigations to determine whether workers in approximately 55 plants are eligible to apply for trade adjustment assistance. Many of the firms manufacture **footwear, clothing, and leather goods.** Several are found in the **fastener** industry.

AGRICULTURE DEPARTMENT

Palm Oil: Assistant Secretary of Agriculture Richard E. Bell announced that the U.S. Government will no longer support loans by international money-lending institutions to develop more **palm oil** production for international export trade.

Meat Imports: The USDA recently proposed that the Federal Meat Inspection Regulations (9 CFR 327.2(b)) be amended to add the Republic of China to the list of countries from which **meat** and **meat products** (cattle, sheep, swine and goats) may be imported into the U.S.

INTERNATIONAL TRADE COMMISSION

Section 337—Unfair Trade Practices: The Commission granted complainants' motion to withdraw their complaint and terminated the preliminary investigation of alleged unfair methods of competition and unfair acts in the importation or sale of **crocheted bootie sets** from Korea.

The Commission also granted the joint motion of complainants, American Cystoscope Makers, Inc. (ACMI), and respondents, Olympus Optical Co., Ltd. and Olympus Corp. of America, to terminate an investigation begun pursuant to a complaint alleging infringing importation of certain patented **glass fiber optic products.** The basis for the motion was a license agreement between ACMI and Olympus Corp. of America.

In another section 337 case, oral argument was held July 2 on Administrative Law Judge Renick's recommendation that the Commission grant the motion of complainant that the investigation of certain **bismuth molybate catalysts** be terminated. A hearing also was held on July 27 regarding alleged unfair trade practices for **reclosable plastic bags.** Motions for transfer of the hearing, and for continuance were denied, and a hearing was held on Aug. 11 in Washington, D.C., regarding alleged unfair methods of competition and unfair acts in the importation of crude and/or prepared **chicory root** into the U.S., or in its sale. The Commission had previously instituted the investigation June 11 on behalf of R. E. Schanzer Co.

Antidumping Cases: The Commission determined that no U.S. industry is being or is likely to be injured by sales at less than fair value (LTFV) of **certain hollow ceramic brick** from Canada. Therefore, no special dumping duties will be imposed by the Treasury Department. Special dumping duties will be imposed on imports at LTFV of imported **acrylic sheet** from Japan, as a result of the ITC's finding that a domestic industry is being injured by LTFV imports. The Commission's evenly-divided (2-2) vote under section 201 of the Antidumping Act constitutes a determination of injury.

An investigation has been instituted for

an injury determination with regard to **certain tantalum electrolytic fixed capacitors** from Japan, being sold at LTFV. A hearing will be held Sept. 8 at the Commission Building, 701 E Street, NW., Washington, D.C. Requests to appear must be received by noon Sept. 3.

Countervailing Duties: Pursuant to Department of Tresaury advice that a bounty or grant is being paid on **zoris (footwear)** from the Republic of China, the ITC instituted an investigation to determine injury to domestic industry. The injury determination is necessary before a countervailing duty can be imposed; zoris enter duty-free under GSP.

Termination of Investigation: The ITC has terminated its investigation on the competitive position of U.S. industries, which was instituted at the request of the President on Sept. 14, 1970 under section 332 of the Tariff Act of 1930.

Report: The ITC has released a report giving preliminary statistics on production and sales of **flavor and perfume** materials in 1975, which may be obtained from the ITC Chemicals Division.

Stainless Steel Flatware: The Commission's annual report on stainless steel knives, forks and spoons to the President has been issued and indicates that consumption of knives, forks and spoons with stainless steel handles amounted to 42,903,000 dozen in 1975. Copies of the report may be obtained from the ITC Secretary.

GSP: A public hearing was held on Aug. 3 in connection with the ITC investigation to furnish advice as to the probable economic effect on U.S. industries of the elimination of certain import duties under the GSP. The investigation was initiated after President Ford furnished the ITC with a list of articles to be considered for designation as eligible articles for purposes of the GSP as required by Title V of the Trade Act of 1974. Pursuant to Title V, ITC advice must be obtained and a public hearing held before the President can designate an article as eligible for GSP.

INTERNATIONAL

Foreign Anti-Dumping Action: An investigation has been initiated in Canada (under section 13(1) of the Canadian Anti-Dumping Act) in regard to alleged injurious dumping of **textured** or **bulked polyester filament yarn** originating in several countries, including the United States. An investigation has also been instigated regarding alleged dumping into Canada of **bacteriological culture media** in prepared form in tubes and plates from the United States. A similar Canadian investigation of alleged dumping of **handheld portable fire extinguishers,** resulted in a determination that the margin of dumping or the actual or potential volume of goods involved was negligible, and was therefore terminated.

Export Impact On Jobs

The impact of exports on U.S. jobs is the subject of a series of Commerce Department hearings for business, labor, consumer and local government groups, to be held in Houston, Sept. 13; Chicago, Sept. 23, and Kansas City, Sept. 29.

Revenue Canada has further announced that there is no evidence that the dumping of **scholastic and award rings** from the U.S. caused material injury to Canadian production and dumping duties will not be assessed.

In anti-dumping proceedings pertaining to certain **steam cookers, kettles and generators,** produced by the Market Forge Co., Everett, Massachusetts, the Canadian Tribunal issued a finding that such dumping (1) has not caused and is not causing injury to Canadian production, but (2) is likely to cause such injury. Therefore, any provisional duty or security paid or posted by or on behalf of an importer in respect of the entry of such goods before June 22 shall be returned to the importer. However, for all subject goods dumped into Canada later, an anti-dumping duty shall be levied.

Safeguard Action: Australia has imposed tariff quotas on imports of **orange juice** for a one-year period beginning July 1. Imports in excess of 28.3 million liters of single strength **orange juice** (except from New Zealand) will be subject to a temporary additional duty of twelve Australian cents per liter. This action is intended to give the local industry time to resolve its over-supply problem.

The Government of Canada notified the GATT of the imposition of a 3-year global quota on imported **textile or leather work gloves,** having an export price of $7 or less per dozen, Canadian funds. The action is being taken under GATT Article XIX, pursuant to a determination of import injury by the Canadian Textile and Clothing Board. In the first year, the quota level will be 1,350,000 dozen pairs, with a sub-quota for 100 per cent **cotton work gloves,** based on actual imports during 1975.

Canada also notified that a surtax is being applied to **textured polyester filament yarn** of denier count 199 and less exported to Canada at less than a specified value per pound. The surtax is imposed under GATT Article XIX, and follows a Textile and Clothing Board finding of import injury to Canadian production.

Investment Session In Lesotho

Lesotho will sponsor a Conference on Foreign Investment and Trans-National Corporations in Maseru, October 11-14. Lesotho, wholly bordered by the Republic of South Africa, together with Botswana and Swaziland is a member of a customs union with South Africa, and its goods are sold within the union without duty. The conference may be of value to firms wishing to establish manufacturing facilities in Southern Africa with the possibility of exporting finished products to neighboring countries. For details write American Embassy, P.O. Box 333, Maseru, Lesotho.

Mexico's Rail Officials Seek U.S. Technology For Renovation, Expansion

Mexico, in the midst of a five-year $1.4 billion improvement program for its nationally-owned railway system, offers excellent sales potential to U.S. equipment manufacturers. Interest is so high in U.S. technology that Mexican rail officials asked for a repeat presentation this summer at the Mexico City U.S. Trade Center of a railroad seminar-exhibition held in 1975.

More than 300 officials, including top management of each of the five Mexican roads, were in attendance, along with traffic managers and rail specialists of large Mexican firms and government units owning or operating rolling stock or railyards. Some rail officials from Central America also came. They heard 42 presentations by, among other firms, Budd, GE, GM, IBM, Timken, Pullman-Standard, North American Car, Union Tank Car, and the Santa Fe, Missouri Pacific, Southern Pacific and Texas and Mexican lines. Bruce Flohr of the Federal Railroad Administration and Carl V. Lyon of the Association of American Railroads also spoke.

The U.S. visitors were told of Mexico's plans to invest a recent $100 million World Bank loan in track renewal, drainage and earthworks for stations, terminals and marshalling yards, construction of workshops and depots, improvements in signalling and telecommunications, and purchase of about 125 diesel locomotives, 5,800 freight cars, 30 mail vans and 180 passenger coaches.

Additional massive purchases will materialize next year when and if funds are raised for construction of a suburban train system for Mexico City and electrification of Mexican trunk lines.

The 31 participating U.S. firms project sales of $14.5 million over the next 12 months. Products getting highest interest were locomotives, rolling stock and high-technology items, especially in the areas of communications systems, traffic control, informational and car classification systems. Further details are available from the Mexico-Central America Section, Office of International Marketing, Room 4031, U.S. Dept. of Commerce, Washington, D.C. 20230.

U.S. OFFICES IN EUROPE PLAY AN IMPORTANT ROLE IN GENERATING BUSINESS

Driving down the broad, tree-lined expanse of Brussels' Avenue Louise one day this spring, an American businessman was astonished to see fluttering over the doorway of a handsome building the stars and bars of the Confederacy. Parking his car nearby, the businessman crossed the street and peered at the name plate by the marble entrance of this building. He was surprised to discover that the flag was the state emblem of Mississippi and that Mississippi indeed has its own foreign representatives located in the city of Brussels.

Few Americans are aware that American states support more than 20 offices in Western Europe alone, continues Edward E. Keller, Commercial Attache at the U.S. Embassy in Brussels. The objectives of these offices are promotion of investment within the states, advancement of trading relations between firms located in their individual states and European enterprises, and finally, where possible, some travel promotion. Two states — Ohio and Pennsylvania — each operate two European offices. The New England states as a group recently opened one single regional agency in Brussels. Surprisingly, there are even two regional substate offices: North Texas has an office in London, and the Southwest of Pennsylvania maintains one in Frankfurt. The number of state offices appears to be increasing. Indiana, Arkansas and Kentucky are the latest newcomers to the European scene in just the past year.

The state and regional offices are scattered throughout Western Europe, but the majority of them have chosen to work out of Brussels. The reasons for this are fairly straightforward. Brussels is a centrally located site and not one of the "Big Three" (France, Germany and Great Britain). As the headquarters of the nine-country European Communities, it is regarded as the capital of Europe. It offers easy access to other European countries, good communications, plenty of available office space and housing, and excellent banking and financial facilities. Employees with a command of several languages are readily available.

Each state office operates in its own fashion, corresponding to its own requirements and the personalities of the directors. Big industrial states such as Illinois, Ohio and Michigan attempt with considerable success to promote the sale of a wide range of goods and services originating within their separate borders. States with a more limited manufacturing base tend to concentrate on particular industrial categories. The Virginia State Office, for example, makes a special effort in the electronics, textile and materials handling equipment fields. The South Carolina State Office especially promotes the sale of textiles and chemicals.

The state offices are not in competition with the U.S. Federal Government and its overseas establishments. On the contrary, they are a force which bolsters the main objectives of these institutions, including the promotion of American business interests. Exactly how is this done? The U.S. Embassy in Brussels, for example, provides trade leads generated throughout Europe, the Middle East and North Africa to all state offices which express an interest in having these leads. On a weekly basis, a state officer screens the large volume of leads generated by U.S. diplomatic missions.

The Brussels office of the State of Michigan, for one, has in its filing cabinets information and catalogs of a great many Michigan firms. When a trade lead matches up with a Michigan product category, the state office writes directly to the European or Middle Eastern buyer and suggests that the products of the Michigan company might well fill his needs. Sometimes the letter is followed up with a telephone call or even with a visit if possible. Once the possible client has expressed some interest, the Michigan-based company is then advised of this commercial lead. The state office's follow-up of the initial trade opportunity thus can be of great utility to the company back home interested in expanding its markets.

The state offices work closely with American embassies and consulates throughout Europe and the Middle East. When the commercial staffs of these bodies organize a type of "open house" for local business persons—the so-called "Sprechtag"—state office representatives are invited to sit in with embassy or consulate personnel to interview European business officials. These state and federal employees cull trade leads, licensing opportunities, and an occasional reverse investment opportunity. The state officers often make a point of exchanging leads with their State and Commerce Department counterparts, to their mutual benefit.

As a general rule, the business representative who travels through Europe and who seeks help in establishing contacts should go first to the embassy or consulate located within the area he is exploring. Often, however, it is also useful for him to call on his state office. There he will meet with state staffers who are likely to have a personal knowledge of his operation. If they do not, he

REPRESENTING ILLINOIS—*Arthur Compton (left), Director of the State of Illinois office in Brussels, discusses his state's offerings with Bruce Allen, President of International Products S.A., Brussels. Some 24 states have offices in Europe.*

can provide them with the information they need in order to identify opportunities for his firm in the future.

In addition to serving the American business visitor and generating new business for the state's firms, the state and regional offices in Europe encourage foreign firms to consider capital investment in the United States in general, and specifically in particular areas. This is of prime interest to the state and its effort to increase employment and broaden the tax base. Each office is equipped to undertake detailed studies for the foreign prospective investor of such factors affecting new capital investment as the tax structure, the labor force, real estate costs, raw material and supplier availability, and the potential market. These offices appear to be accomplishing their task since all of them can cite individual success stories.

Furthermore, European direct investment in the United States has grown at an accelerated pace in the past several years. Foreign direct investment in the United States now totals about $26 billion, mostly in manufacturing and petroleum. The state offices have played an important role in persuading foreign investors to consider the United States as fertile ground for new manufacturing ventures.

Depending upon individual needs, business officials should plan to call upon these state and regional offices, in conjunction with their visits to the commercial officers of embassies, consulates and trade centers throughout Europe and the Middle East.

AMERICAN OFFICES IN EUROPE

Alabama — Kasthoferstrasse 50, CH-3006 Bern. Tel: 44.78.29, Telex: 33284. Dir.: William Y. Pennington.

Arkansas—Avenue Louise 437, 1050 Brussels. Tel: 649.60.23. Dir.: Robert H. Adcock, Jr., Eur. Repr.: Thorkil Stregel.

Connecticut — Avenue Moliere 262, 1060 Brussels. Tel.: 343.01.10, Telex: 26903. Dir.: John A. James.

Georgia—Square de Meeus 20, 1040 Brussels. Tel: 512.81.85, Telex: 23083. Dir.: John L. Turbiville.

Illinois—Place du Champs de Mars 5, 1050 Brussels. Tel: 512.01.05, Telex: 61534. Dir.: Arthur A. Compton.

Indiana—P.O. Box 396, Zwijndrecht 3250, Netherlands. Tel: 10/13.85.16, Telex: 26229. Dir.: Jaap de Rijke.

Kentucky — Office to be opened in Brussels Sept. 9.

Michigan — Rue Ducale 41, 1000 Brussels. Tel: 511.07.31, Telex: 61573. Dir.: Charles S. Besterman.

Minnesota—Herengracht 214, Amsterdam. Tel: 21.11.88. Dir.: Milton Fox-Martin.

Mississippi—Avenue Louise 418, 1050 Brussels. Tel: 640.11.16, Telex: 61304. Dir.: Royce Culpepper.

New England Regional Commission (includes: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont)—Avenue Louise 386, Bte. 8, 1050 Brussels. Tel: 640.26.26, Telex: 62468. Dir.: Harald I. Hellman.

New York—13a Harriet Walk, London SW1X 9JQ. Tel: (01) 235.3150, Telex: 21879. Dir.: Robert A. McGrath.

North Carolina — Berlinerallee 56, 4 Duesseldorf. Tel: 37.80.15, Telex: 858.18.46. Dir.: E. Ray Denny.

Ohio—Avenue de la Toison d'Or 21, 1060 Brussels. Tel: 513.07.52, Telex: 26698. European Dir.: Walter Birge, Jr.; and Immermannstrasse 13, Duesseldorf. Tel: 35.07.35, Telex: 858.28.32. Mgr.: Karl Koch.

Pennsylvania—Place de l'Albertine 2, 1000 Brussels. Tel: 512.51.78, Telex: 61202. Dir.: John D. Brennan; and Business Associations S.A., Quai G. Ador 62, CH-1207 Geneva. Tel: 35.85.20. Dir.: Michel Demaurex; and Penn's Southwest Assn., Westendplatz 29, D-6000 Frankfurt am Main 1. Tel: 75.24.37, Telex: 41.62.54. Dir.: Arno Burckhardt.

Puerto Rico—Zurich-Haus am Opernplatz Pavilion, D-6000 Frankfurt am Main 1. Tel: 72.12.42, Telex: 418.92.57. Dir.: Svend Kristensen.

South Carolina (State Development Board)—International Center Rogier, Passage 29, Box 46, 1000 Brussels. Tel: 218.34.93, Telex: 26593. Dir.: Samuel F. Morris.

Texas (North Texas Commission)—Upper Phillimore Gardens 8, London W8 7HA. Tel: 937.67.53, Telex: 91.93.00. Dir.: A. J. M. Chadwick.

Virginia — Avenue Louise 479, 1050 Brussels. Tel: 648.61.79, Telex: 26695. Dir.: Denis E. Rufin.

Wisconsin—Bockenheimer Landstrasse 55, P.O. Box 3525, D-6 Frankfurt am Main. Tel: 71451 x289, Telex: 841/41.14.16. Dir.: Donald C. Burdon.

RISING SALES SHOW THAT AMERICANS CAN DO BUSINESS IN SYRIA

Syrian economic development, stimulated by foreign assistance and higher prices for Syrian exports, has rapidly increased since the October 1973 war. Under new, more pragmatic leadership, Syria has sought to diversify its foreign markets and sources of capital and expertise, hitherto dominated by the socialist countries. Contrary to previous policy, the country now welcomes American enterprise in developing key sectors of its economy, including petroleum, phosphates and other minerals, textiles and agriculture. Although presently at a disadvantage to European and Japanese competitors in offering attractive commercial financing, American firms are finding a promising market in Syria, especially in petroleum equipment and services, irrigation and agricultural technology, vehicles, and a wide variety of non-electrical equipment and machinery.

In the following excerpts from the first Economic Trends Report prepared in Damascus since the break in diplomatic relations in 1967, the U.S. Embassy there provides details on the economic situation and opportunities for American business in this developing Near East nation.

The ascension to power of General Hafez al-Asad in November 1970 put an end to the chronic political instability and economic stagnation which had plagued Syria since independence in 1946. Asad has been president almost six years, longer than any of his predecessors. His regime has been marked by a relaxation of internal tensions, a certain pragmatism in foreign policy, and rationalism in economic planning.

Since the 1973 war, the Syrian economy has rapidly expanded, thanks to generous grants and loans from oil-producing Arab states, higher prices for Syrian exports such as petroleum and phosphates, and a large measure of sound and professional economic planning. GDP increased 25 percent (in constant 1963 prices) from 1973 to 1975. Economic development needs occasioned a sharp rise in imports, and Syria's trade balance fell deeper into deficit; it maintains, however, a healthy balance of payments, resulting largely from substantial transfers from other Arab states.

Syria seeks to make maximum use of these transfers and loans ($1.68 billion estimated from all sources in 1974) to build a strong economy which will sustain itself and continue to grow when the flow of such outside funds diminishes. Long-range planning is solidly grounded on the concept of developing existing re-

sources and supporting infrastructure, including transportation, ports, electric power and communications. Accordingly, Syria has invited for the first time since the late 1950s western oil companies to assist in expansion of its increasingly important petroleum industry (1975 production: 9.5 million tons) and has raised production from its extensive phosphate deposits (875,000 tons in 1975).

Blessed with extensive arable lands, much of which lies fallow, and a relatively low, if rapidly growing, population, Syria has launched an ambitious plan of irrigation and land reclamation, centering around the giant Tabqa Dam on the Euphrates River, which aims to increase food and cotton production and in the long run to enable it to become a major food-exporting nation. Syria is expanding and modernizing its already well-established textile industry. Finally, by building modern hotels and other tourist facilities and by expanding the national airline, Syria hopes to draw an increasing number of visitors to enjoy its natural beauties and the well-preserved remains of Roman, Byzantine and Arab cultures.

This is a sound plan, the success of which depends on a number of factors: the absence of war, continued internal stability, development of a trained cadre capable of executing and administering the economic development of the country, and a continued inflow of foreign money to help pay for the necessary imported goods and services until such time as the Syrian economy generates enough earnings to take off on its own.

Sudden increase in U.S. sales

Following the resumption of relations between the two countries in June 1974, American exports to Syria accelerated. Syria had suddenly acquired the means to pay for the sophisticated goods it had long desired. U.S. sales to Syria jumped from $39.6 million in 1974 to $127.8 million the following year, an increase of 222 percent (Syria's imports from the United States in 1975 constituted 8.6 percent of Syria's total import bill). U.S. exports consisted largely of wheat, rice, cigarettes, autos and other vehicles (including parts), and non-electrical machinery. Thanks to the delivery of $105 million worth of Boeing aircraft to Syrian Arab Air Lines and $16 million of General Electric locomotives and parts, U.S. sales to Syria in the first half of 1976 exceeded the total of the previous year. U.S.-Syrian trade is very much a one-way street; Syria exported only $7.4 million to the United States in 1975, mostly tobacco, skins, and hides.

The Embassy notes, however, that this increase in U.S. business with Syria is almost exclusively in the realm of sales. Syrians appreciate the quality of U.S. goods and services and are often willing to pay higher prices for them. At the same time, U.S. firms have not yet been able to capture any of the large turnkey development projects tendered by the Syrian Government in the past 2½ years. Although the singular Syrian brand of "socialism" tolerates a small but flourishing private sector—principally in some areas of real estate, import/export, textiles, retailing, construction, agriculture, tourism and transport—the public sector is the engine of the economy; in most cases, the American businessman will find the government is the major buyer of his product or service.

American firms of course will play the major role in U.S. A.I.D.-financed projects, but in open competition against European and Japanese firms, U.S. companies have not fared well. First, despite the relative internal political stability imposed by the Asad Government, tensions remain high in the region. These tensions are particularly felt in Syria, which is still in a state of war with Israel and is situated next door to a Lebanon torn by civil strife. A number of visiting American businessmen have expressed reluctance to invest people and money in long-term Syrian development projects until there is an amelioration of regional political problems. Secondly, European and Japanese firms, often with the close cooperation of their governments, can usually offer a more attractive financing package than can their American competitors, who often must depend more on commercial financing rates. Both Eximbank and the Overseas Private Investment Corporation are considering renewing operations in Syria; loans and guarantees offered by these institutions would help make American firms more competitive.

Moreover, certain Syrian business practices exasperate Americans, even those with long experience in the Near East. The Syrian bureaucracy can be cumbersome and inefficient. Project cost estimates can be highly inaccurate, partly due to inflation (30 percent in 1975) and partly to inexperienced Syrian planners. Another problem is that the Syrian Government often requires bid and performance bonds for government tenders equal to 5 and 10 percent, respectively, of the contract price. The Syrian Government will occasionally tender a project, accept detailed bids (costly to prepare and accompanied by a bond) from foreign firms, hold the bids for a long period while considering the offer, then cancel all bids received and later retender the project. Such practices may discourage even the most determined American exporter.

However, rising U.S. sales demonstrate that Americans can do business in Syria. U.S. businessmen who have scored success in the Syrian market invariably offer a quality product or service at a competitive price and are willing to make frequent trips to Syria to promote their enterprise (there is no "resident" American business community in Syria, although there are a few American businessmen living temporarily in Damascus working on specific projects for which their firms have contracted with the Syrian Government). Syrians like to do business on a face-to-face basis and businessmen willing to invest the time and effort in personal contact with Syrian buyers will often find that contract specifications and conditions can be negotiated in a mutually satisfactory way.

American businessmen successful in the Syrian market almost always work closely with reputable local representatives. Although the Syrian Government prefers to deal directly with foreign firms on government contracts, officials admit that local representatives are usually necessary in alerting the foreign businessman to trade opportunities, making introductions and contacts, and preparing translations and taking care of such matters as difficult-to-obtain, last-minute hotel reservations.

Market advantages

The greatest advantage enjoyed by the U.S. businessman in the Syrian market is the quality and reputation of his product and service. Furthermore, some of the best regarded American enterprises coincide well with Syrian economic development needs. The Tripco joint venture signed in May 1975 publicly signaled an opening to the West in the Syrian petroleum industry, hitherto dominated by the Soviet Union and Eastern Europe. The government desires to involve American firms in all phases of its growing petroleum industry, including exploration and drilling (in partnership with the Syrian Petroleum Co.), pipeline construction, refinery and oilfield operations, equipment sales, and service contracts.

America's excellent reputation in irrigation technology and agricultural development should help firms seeking to assist Syria in developing this key sector. One U.S. firm has already won a modest contract for a land development study and pilot project using sprinkler irrigation systems on the Mediterranean coast. Other promising fields for U.S. enterprise include housing and community development (Syria plans construction of a number of "new towns" over the next quarter-century and some 90,000 housing units under the Fourth Five-Year Plan), design and construction of tourist facilities, development of communications systems, and sale of vehicles, medical equipment and technology, textile machinery, and construction, agricultural and materials handling equipment.

Enormous Problems Face New Portuguese Government

Portugal's first free legislative and presidential elections in 50 years confirmed the moderate center and leftist parties' dominance. The Socialist Government of Mario Soares will confront enormous economic and labor problems, reports Commerce's Office of International Marketing.

One of the first priorities of the new government is to establish programs designed to resolve persistent problems of labor/management relations, to define the role of private enterprise in the Portuguese political setting and to determine the proper role of foreign private investment in development of the economy.

Labor/Management Relations: Immediately after the revolution, about half of Portugal's 3.1 million workers were organized into some 400 unions. Lacking any true tradition of free labor organizations, these and other newly independent labor groups were a frequent source of disruption. Physical takeovers of factories and offices, detention of management officials for forced negotiations, threats of physical violence if demands were not met, and government-mandated labor settlements marked the beginning of new labor militance.

Subsequently all unions were organized under a single body called "INTERSYNDICAL," which was heavily dominated by communists. Succeeding provisional governments were forced to take a more moderate position regarding labor demands.

Recent labor settlements have witnessed a policy of firmness tempered with concessions on the part of the government, and some initial flexibility on the part of labor and management to achieve equitable settlements. Nevertheless, labor has not finally accepted the necessity of scaled wage and benefits' increases. Provided the government's willingness to provide financial assistance to endangered firms continues, it is hoped that management will take appropriate steps to help maintain productivity and employment.

The Portuguese Government has issued legislation establishing the basis for future labor/management relations. Under the legislation, contracts must be in writing and for a duration of at least one year. Strikes during the term of the contract are forbidden. Implementing regulations will later be issued to establish procedures for arbitration.

If this legislation can be implemented successfully, it will restore peaceful labor/management relations in Portugal and contribute greatly to a restoration of economic stability.

Role of Private Enterprise: Since April 1974, about 70 percent of Portugal's major industries have been nationalized. To the Embassy's knowledge, no firms with majority foreign ownership have been nationalized. There have been cases of government intervention to allow government subvention. Frequently, these interventions have resulted from the greatly increased wages in the labor intensive industries, i.e., textiles and garments, and corresponding reductions in foreign markets. The future of firms in which the government has intervened is not yet determined.

All major democratic parties, during the elections held April 25, campaigned on the basis of no further nationalizations. (The center right Social Democratic Center (CDS) Party, which displaced the Communists as the third largest party, proposed a platform to roll back certain nationalizations). Most were in agreement that more firms had been nationalized than was desirable, and we may see some movement towards denationalizations.

A few firms, previously subjected to worker takeovers following the revolution, have been returned to their owners. Unfortunately, owners may find that returned firms have been stripped of assets to pay salaries and bring benefits to an excessive number of employees.

Foreign Investment: A new code of foreign investment has been issued. It reconfirms the role of foreign investment in development of the economy, but places a number of restrictions on it. The code attempts to clarify conditions and restrictions on foreign investment to eliminate *ad hoc* decisions. It authorizes creation of a Foreign Investment Institute to act as sole government agent in negotiations with foreign investors. Certain types of investment are forbidden: mere acquisition of existing domestic enterprises; public transportation; utilities; monetary and financial institutions; insurance; advertising and media; and sectors nationalized to date. Significantly, the law does not place restrictions on existing investment in these fields.

Provisions are made for the remittance of profits from operations and proceeds of sale in the event the firm is sold, for just indemnization in the event of nationalization, and for foreign personnel. Although the implementing regulations have not been issued, and U.S. firms have had no experience with the initial operation of the law, it appears the Portuguese Government will pursue a moderate policy with regard to foreign investment. Further positive modifications of the code are anticipated.

An important provision of the code required the registration of existing foreign investments within three months of publication of the code, that is by July 6.

The introduction of massive and profound social, political and economic changes into the stable Portuguese nation has had the inevitable effect of disrupting the nation's economy. Reliable estimates indicate that the gross national product fell more than 10 percent in 1975, that the consumer price index rose 17 percent, and that unemployment topped 12 percent. Much of these difficulties is due to the preoccupation with politics among the population at large.

Once the stabilization of the political scene has been accomplished, the government will be able to devote itself to the difficult and time-consuming task of implementing its economic policies. The prospects, then, for Portugal's participating in the recovery from the western world's recession will be good.

Togo's 'Mini-Market' Offers Friendly Business Setting

The Togolese economy sustained a setback in 1975, but business has recovered in the past few months and the outlook for the remainder of 1976 is hopeful.

While agricultural production levels remained generally depressed last year, the U.S. Embassy in Lome reports that the big factor in the nation's economic downturn was the more than 50 percent decline in phosphate exports from the previous year's record. Coupled with a rise in imports, the nation's balance of payments dramatically reversed and foreign exchange holdings declined significantly. The small industrial sector showed strength and promise of expansion, and commercial activity was good until near the end of the year when it fell off mainly due to domestic political and external factors.

The government has responded to this year's economic improvement by announcing a 1976 budget increase of 64 percent and declaring a $1.1 billion outlay for the Third Five-Year Plan (1976-80). Despite last year's current account deficit, the nation's currency remains sound, as it is pegged directly to the French franc.

U.S. relations with Togo are friendly and Togo continues to enjoy political stability. U.S.-Togolese trade in 1975 remained at traditional low levels; U.S. exports to Togo amounted to under $5 million while Togolese exports to the United States hovered around the $1 million mark. France and other Common Market nations remained Togo's leading trading partners, although the United States has always competed on an equal basis permitted by Togo's open-door trade policy.

Now that most African nations have signed the Lome Convention, U.S. ex-

porters will begin finding neighboring markets equally attractive as more drop the preferential tariff treatment previously accorded European nations. Establishment of the West African Common Market (ECOWAS) should serve as a further stimulus to American exporters to the region. Thus, Togo's position as a convenient base to establish headquarters for serving an expanded regional market should not be discounted.

Primary Togolese imports from the United States in the past year were heavy machinery, tobacco products, used clothing and rice; only manioc products were exported to the United States. American firms have shown reluctance to penetrate this mini-market, despite an increasing Togolese interest in U.S. foodstuffs, household wares, building supplies, cosmetics and agricultural machinery. With expanded credit facilities being made available through the Togolese Development Bank (BTD), a growing astuteness on the part of African businessmen and a friendly atmosphere in which to do business, small and medium-sized American exporters should be looking increasingly to this growing market.

Correspondence with Togolese firms and descriptive product literature must be in French, and U.S. businessmen should be willing to visit Lome as part of a West African business trip. Compared to many of the more traditional West African markets for U.S. goods and services, conditions for doing business in Togo are favorable.

The present level of U.S. investment in Togo is low and limited to portfolio investments in two commercial banks, direct investment in two petroleum distribution firms and a small scattering of transportation and industrial investments. Excluding the portfolio portion, U.S. investment is less than $2 million.

Togo is actively searching for foreign participation in its growing industrial base. The government maintains a liberal investment code providing for customs duty and tax exoneration as well as the right of profit repatriation. Its record of political and economic stability should serve as further stimulus for American companies seeking opportunities in small and medium-sized sectors. In addition, Togolese labor is willing and easily trainable, thus providing an ideal situation for the establishment of processing and assembling reexport industries.

The Togolese Government has expressed interest in setting up an instant coffee factory, a small petrochemical plant and a lumber production unit, in addition to agro-industrial, rail and road infrastructure and tourist facilities as outlined in the Third Development Plan. Public and private building is booming, offering opportunities for American engineering and construction firms.

Calendar For World Traders

Sept. 2—Memphis—Mid-South Exporter's Roundtable dinner meeting, Monte's Restaurant.

Sept. 6—New York—World Trade Institute's Evening School of World Trade begins.

Sept. 7—New York—FCIB Roundtable Conference on International Finance, Credit, Collection and Exchange Problems, Summit Hotel.

Sept. 9—New York—Luncheon meeting of the Overseas Automotive Club, Inc., Summit Hotel. Speaker: William F. Prebe, Economist, Dana Corp.

Sept. 9—Louisville—International Credit and Finance Assn. meeting, Rodeway Inn.

Sept. 10—Lincoln, Neb.—Governor's International Trade Conference, Hilton. Sponsors: Mid-West International Trade Assn., Nebraska Export Council. For information, Omaha Commerce District Office, 402-221-3664.

Sept. 13—Houston—World Trade Assn. luncheon meeting, World Trade Club. Speaker: Edward O. Vetter, Under Secretary of Commerce.

Sept. 13—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn Brownsboro East.

Sept. 13—Miami—Sell in Venezuela seminar. Keynote speaker: Harry W. Shlaudemen, Asst. Secretary of State for Inter-American Affairs and former Ambassador to Venezuela (1975-76). Sponsors: Miami Commerce District Office, Florida District Export Council, International Center. For information, Lewis Nixon, 305-350-5267.

Sept. 13-15—Washington, D.C. — Sixth Meeting of the National Assn. of Foreign-Trade Zones, Statler Hilton. For information, Robert Jacobi, 803-577-0695.

Sept. 13-15—New York—Seminar on International Personnel Management, American Management Associations.

Sept. 14—Phoenix—Near East seminar: Developing Trade Between Israel and Arizona. Speaker: John Haldane of Commerce Action Group for the Near East.

Sept. 14—Winston-Salem, N.C.—Sell in Venezuela seminar, Elks Club. Sponsors: Greensboro Commerce District Office, Triad World Trade Assn. For information, Sam Troy, 919-378-5345.

Sept. 15—Chicago—International Trade Club Fall luncheon meeting, Holiday Inn/City Centre. Russell Baker, Senior Partner, Baker & McKenzie, will discuss The Michelin Decision: A Turning Point for U.S. International Business. For information, 312-341-9021.

Sept. 15—New York—FCIB Book Exporters Credit Group luncheon meeting, Summit Hotel.

Sept. 16—Houston—Workshop on Management Implications of the Changing Brazilian Financial, Taxation/Incentive, and Technology Environment, World Trade Center. Sponsors: Council of the Americas, World Trade Assn.

Sept. 16—Chattanooga — World Trade Council meeting, Read House.

Sept. 16—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Summit Hotel.

Sept. 21—New Orleans—Sell in Venezuela seminar. For information, Commerce District Office.

Sept. 21—Memphis—World Trade Club program on International Documentation Facilitation, Southwestern Univ.

Sept. 21—New York—FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, Summit Hotel.

Sept. 22—Chicago—Sell in Venezuela seminar, Pick Congress Hotel. Keynote speaker: Donald E. Johnson, Asst. Secretary of Commerce for Domestic and International Business. Sponsors: Chicago Commerce District Office, Illinois District Export Council, International Trade Club. For information, Roy Dube, 312-253-4450.

Spain, Portugal Seminar

Spain and Portugal will be the focus of a seminar at the Commerce Department in Washington, Sept. 27-28. *New Developments for Business*, a program co-sponsored by the U.S. Department of Commerce and American Management Associations, is expected to attract a number of distinguished panelists and participants from the United States and Spain.

Commerce will be represented by Richard Garnitz, Director of the Office of International Marketing, who will co-chair the event with A. R. Gale, President, IBD Associates; Leonard S. Matthews, Assistant Secretary for Domestic and International Business; and Roger J. A. Turner of the Office of International Marketing.

Details, including possible participation, may be obtained from Ken Nichols, Office of International Marketing, Room 1204, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2762.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

Licensing, Investment Abroad

SWITZERLAND—Manufacturer of machines for mixing and portioning meat products would like to diversify. Manufacturing rights are sought to produce **food processing machinery, including snack foods; equipment for commercial and institutional kitchens; and any other machinery or equipment suitable to the firm's experience and technology.** Firm has 65 employees and a marketing territory covering Europe, the Middle East and Africa. A modern plant and office facilities are located in Brunnen, Canton Schwyz with access to a rail siding and good road facilities. Plant is fully equipped to fabricate light metal and stainless steel equipment and machinery. Ernst Felber, Hollymatic AG, Wylenstr., P.O. Box 83, CH-6440 Brunnen. P-76632.

1099—YUGOSLAVIA — Major enterprise seeking participation by U.S. industry in $5 million project to **mine and process antimony.** Surveys have confirmed existence of 600,000 tons of ore and probability of much more. Company plans underground mining of 60,000 tons of ore annually and construction of flotation plant. Pilot tests indicate that 60,000 tons of ore will yield 1,750 tons of concentrate of 60 percent antimony and 1 percent arsenic. About $1.5 to $2.0 million of total project cost will be needed for mining and flotation plant equipment from outside Yugoslavia. Yugoslav mining company will consider: (1) a joint venture, with sufficient exports guaranteed to permit repatriation of foreign partner's earnings; (2) foreign financing linked to guaranteed exports; (3) foreign financing with repayment guaranteed by Yugoslav financial institutions. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76633. OPIC.

1477 — BOLIVIA — Seeks collaboration with U.S. firm to develop **sulphur deposit** near Chilean border in area called Sillajiway, which is of volcanic origin. Detailed drilling remains to be done, but geological study by reputable geologist is available. Study indicates area of 1.6 million cubic meters with over 6 million metric tons of 65.6 percent sulphur on average. Sufficient for annual production of 78,000 MT fine sulphur for 50 years. Water and limited access road in area. For name of person to contact in Bolivia write to Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76634. OPIC.

1500—GERMANY — Planning and consulting company seeks joint venture arrangements with U.S. **construction companies** for projects in Middle Eastern countries, Nigeria and Zaire. Firm has several years of experience in providing turnkey operations in those areas. It specializes in electro-technical installations, air-conditioning and in interior design for administrative buildings, schools, hospitals, etc. Firm would be able to take on additional and larger projects if it could be associated with a large U.S. company. Gerd Ruprecht, Gen. Mgr., Planex GmbH & Co. KG, Ottenbohlstr. 6, D-7772 Uhldingen-Muehlhofen 3, Germany. Cable: PLANEX, Telex: 733947, Telephone: 07556/8323. WTDR. P-76635.

2023—NEW ZEALAND — Leading importer of coffee and tea seeks licensing arrangement to produce a **dry, milk-based cream.** J. A. Calvin, Mng. Dir., Faggs Products Ltd., P.O. Box 14164, Rongatai, Wellington. P-76636.

2300—UNITED KINGDOM — Manufacturer of **waterproof golf wear, foul weather clothing, nylon rainwear, buoyancy aids and temporary road signs** seeks licensees. Product should be compatible with firm's present line. Has 220 employees. Eric Southern, Dir., A. D. Crompton Ltd., Corporation St., Chorley, Lancashire. P-76637.

2511, 2512 — NEW ZEALAND — Established furniture manufacturer and textile importing company seeks license to manufacture above average **fashion furniture.** Designs and know-how for wooden and upholstered furniture of interest. B. M. Readman, Gen. Mgr., Paterson and Robertson Ltd., P.O. Box 511, Auckland. Telephone: 33284. P-76666.

2541, 3079—GERMANY — Offers licenses to appropriate U.S. firms for manufacture of **molded plastic products and polypropylene specialties in the construction and furniture industries.** Also seeks licenses from U.S. companies for these items. Leading manufacturer/distributorship of plastic laminated sheets, plates and partitions, as well as compounds of polyamide and polypropylene, for use in construction and furniture industries. Exports go to European and Near East countries. Established 1867, employs 1,400. Dr. Fritz Jaeger, Resopal Werk H. Roemmler GmbH, D-6114 Gross-Umstadt/Hessen. Telephone: 06078-801 (80405), Telex: 0419815, Cable: Resopal. P-76638.

2541, 2542, 2599—UNITED KINGDOM—Firm would like licensing or assembly arrangements with U.S. manufacturer of **modular shopfitting systems.** Currently produces custom-made shopfittings and display equipment. Subsidiaries specialize in electrical contracting, heating and ventilation. In business for 10 years, has 200 employees. R. Case, Mng. Dir., Timber Tailors Midlands Ltd., Lillington Road, Bulwell, Nottingham NG6 8GH. P-76639.

2800—ISRAEL—Interested in negotiating turnkey agreement with U.S. firms experienced in building of **"tank farms".** Agreement should include purchase of materials, know-how, planning and actual erection on the spot. Firm is planning to build a "tank farm" at Hakishon Port, Haifa, comprised of 35 storage tanks with total capacity of about 25,000 cubic meters. Tanks will range from 50 to 2,000 cubic meters and will be used for storing **liquid chemicals and various oils.** Piping network will be installed to cover about 1.5 kilometers in order to receive and dispatch chemicals from "tank farm" to ships at Hakishon Harbor. Subsidiary of Chemovil Ltd., a commission agent for manufacturers of chemicals and special liquid chemical road tankers. G. Traub, Project Mgr., Bulk Chemicals Ltd., P.O. Box 70, Haifa. Telex: 46736; Cables: CHEMOVIL Haifa. WTDR. P-76674. OPIC.

2819, 3369, 3499—FRANCE—Seeks technology to manufacture any **industrial products made from zinc or complementary to zinc.** Items that could be used in building industry, chemical industry, etc. Established in 1837, employs 5,000 and produces all types of zinc ingots, alloys, powders, etc. M. Pierre Jacolin, Marketing Mgr., Societe des Mines et Fonderies de Zinc de la Vieille Montagne, 19, rue Richer, 75442 Paris Cedex 09. P-76640.

2822 — NEW ZEALAND — Firm seeks know-how to produce **carpet padding made from polyurethane foam.** Also interested in producing **sheet polyurethane foam for bonding to upholstery fabrics.** E. R. Christiansen, General Manager, Combined Projects Consultants, 101 Glenmore Rd., Pakuranga, Auckland. Telephone: 566-993. P-76641.

3011, 3714—UNITED KINGDOM—Manufacturer of **tire valves, tire repair materials, pressurizing valves, binder rods and tire repair equipment** is interested in licensing arrangement to produce similar items. Established 1961, employs 330. Reports annual sales of $5 million. J. L. Barlow, Commercial Development Mgr., Bridgeport Brass Ltd., Ballinderry Rd., Lisburn, Northern Ireland BT28 2SD. P-76642.

3079 — BELGIUM — Seeks licensing arrangement for production of **small household plastic products** such as vegetable washers, salad dryers, french fry cutters, etc. Established 1929. Presently manufactures compression molds for thermosetting plastic parts and phenolic laminated sheets and tubes. Firm also produces mica paper and insulating products. Exports worldwide. Employs 360, annual sales volume approximately $15 million. Michael de Vree, Marketing Mgr., COGEBI, Huysmanslaan 65, 1660 Lot. Telephone: 02/376.00.80, Telex: 25586. P-76643.

3079—GERMANY — Manufacturer of **injection-molded plastic products,** e.g., technical precision parts, consumer products,

etc., is looking for proven or promising product systems or lines, either industrial or consumer, in plastics field to expand present sales program. Preferably line of products should be of high quality, covered by license. Necessary sales activity is in every case negotiated. Cooperation may take the form of negotiation of license against payment of royalties or direct purchase of know-how by non-recurring payment. License would be primarily for Federal Republic of Germany. Company has its own highly qualified departments for product conception, design, hand-made prototypes, mold construction, mold-making, surface treatment, product assembly, and dispatch service. All known thermoplastics are used; molded parts with metal inserts or inserts of other materials are produced in long runs with automatic feeding devices) and short runs (manually inserted). Interested parties write H. Voelker, Woellner-Werke, Postfach 211 469, D-6700 Ludwigshafen. (Copies of initial correspondence should be sent to German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019). P-76667.

3079—UNITED KINGDOM—Seeks technology through a license or joint venture to **manufacture products in thermoplastic field.** Firm produces specialized products for paint and plastic industries. Has facilities available for dry blending of pigments and polymers and can produce colored masterbatches in range of polymers. Company recently opened new plant to compound wide range of thermoplastic except PVC. Established 1867, employs 40. J. McMillan, Dir., Whitfield & Son Ltd., Chemicals Div., 23 Albert St., Newcastle, Staffordshire ST5 1JP. P-76644.

3316—AUSTRALIA—Western Australian State Government Department of Industrial Development is investigating possibility of setting up **plant to upgrade black steel bars and shaftings to bright steel grade.** At present time black steel bars are brought to Western Australia from plants located in eastern portion of Australia. Proposed plant would recondition these bars and make them usable in modern numerically controlled machines. Interested in obtaining information on types of machinery required, prices and operation technology. E. R. Gorham, Coordinator, Department of Industrial Development, GPO Box D160, Perth, WA 6001, quoting reference number 121/76. P-76676.

3357—JAPAN—Large electric wire/cable manufacturer seeking license to manufacture **non-ferrous metal fine wire.** Also seeking information on applications of fine wire. Of particular interest is technique to manufacture copper, aluminum and/or other non-ferrous metal fine wires in sizes below 100 microns and interested in sizes between WPATP microns. Has paid-in capital of $20 million. Operates five factories in Tokyo and Osaka areas. Representative will be in U.S. for 3-4 week period beginning Sept. 20. Hiroshi Inouye, Dir., R & D Administration Department, Dainichi-Nippon Cables, Ltd., Umeda Building, 7-3 Umeda-cho Kita-Ku, Osaka 530. Cable: DNCABLE OSAKA; Telex: 222-3146. P-76673.

3400, 3500—UNITED KINGDOM—Manufacturer, employing 250, seeks licensed manufacturer of U.S. **agricultural engineering products** for autonomous engineering division. Product could be tool manufacture for farming or forestry or alternatively bulk or liquid processing equipment, with which this company technology is compatible, i.e., machine tools, work feeding systems, machine knives, general engineering and fabrication. Has extensive worldwide sales coverage. R. Balty, Mng. Dir., Henry Rhodes Ltd., Green Lane, Sheffield S3 8SG. P-76669.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3423—INDIA—Firm interested in manufacturing forged hand tools with American know-how. Currently manufactures rolled steel products such as steel rods, reinforced bars, wire rods, and structural steel. Proposal envisages production of 2,500 metric tons annually of **hand tools such as spanners, pipe wrenches, screwdrivers, pliers and electronic tool kits** working on two 8-hour shifts. Total cost estimated at approximately $1.8 million. A. K. Pandey, Rolta Industries (Pvt.) Ltd., Rolta Nagar, Bombay-Agra Road, Indore, Madhya Pradesh 452 001. P-76670. OPIC.

3433—FRANCE—Seeks licenses to manufacture **solar heaters, principally water heaters and heating systems for greenhouses.** Presently produces and installs display shelves and equipment for stores and road signs. Marketing territory covers France, Algeria, Tunisia and New Caledonia. Employs 50, plus 10 salesmen. Enjoys good commercial reputation. Michel Couton, President Director General, Societe d'Usinage Rationnel, Zone Industrielle, 06510, Carros. P-76646.

3442—UNITED KINGDOM—Firm seeks to manufacture under license **window fittings, door fittings, security and safety articles** pertaining to construction industry. Operates as manufacturer/distributor/agent of builders hardware, etc. Current annual sales volume $4 million. Employs 180. J. E. Douglas, Mng. Dir., Arthur Shaw Mfg. Ltd., P.O. Box 21, Rose Hill, Willenhall, West Midlands WV13 2AS. P-76647.

3443—BELGIUM—Firm is interested in manufacturing under license **tanks used in petroleum industry.** Specializes in construction of all kinds of metal plate tanks, pressure vessels, processing equipment, heat exchangers, etc. in ferrous and non-ferrous metals. Also is engineering firm and contractor for erection of storage tanks, sewage treatment plants, etc. Employs 1,000. Van Nitsen, Sales Engineer, Granges Graver S.A., 107 Molenweg, 2660 Willebroek. Telex: 31293, Telephone: 031/86.71.11. P-76648.

3469, 3631, 3632, 3633—GREECE — Assembler of T.V. sets, stereo equipment and household washing machines seeks to expand present line. Desires licensing and/or joint venture arrangement for production of **small household appliances,** e.g., toasters, mixers, juice extractors, electric irons, etc. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76649. OPIC.

3500 — NETHERLANDS — Seeks long-term licensing or joint venture agreements to produce wide range of equipment. Product interests include **meat, poultry and offal processing and preparation equipment; chemical manufacturing machinery; and electro-static precipitators, fabric filters, mechanical collectors and wet scrubbers for emissions collectors.** Has 380 employees, reports sales of around $15 million. Part of large international Dutch machinery manufacturer. Prime marketing areas are Europe and Middle East. J. W. Horsmans, Stork Velsen BV, P.O. Box 55, Beverwijk. Telephone: (02150) 29090, Telex: 41087. P-76650.

3500—UNITED KINGDOM — Seeks license or similar arrangement to fabricate and assemble equipment for **material handling** industry. Products which serve a large existing market or are new to U.K. of particular interest. Presently produces mechanical parts for cableways and conveyors and special purpose handling machinery. Also, is engaged in precision machining of diesel engine components. Annual sales $1 million. John R. Stewart-Smith, Marketing Dir., Glover Group Ltd., Mossley, Ashton-under-Lyne, Lancashire OL5 9NE. P-76651.

3523—SOUTH AFRICA—Seeks licenses to manufacture **agricultural implements and machinery, particularly potato planters, diggers and graders.** Also **harvesting machinery.** Presently, makes combines, corn shellers, peanut pickers and shellers, and agricultural sprayers. Also supplies spare parts for equipment, plus delivery and normal servicing. In addition to manufacturing, markets mobile combines and pumps. Henry H. Plen, Administrative Mgr., Nigel Plen (Pty.) Ltd., P.O. Box 111, Nigel 1490. WTDR. P-76672.

3540—GERMANY — Very large German manufacturer seeks **cross licensing agreements for production of special tool machinery.** Offers licenses for manufacture and distribution of its line of ultra precision tool machinery. Comprises electronically-controlled internal and face grinding machines, abrasive cut-off machines and other custom tool machines. Used mainly in automotive, gear and steel industries. Also interested in high technology tool machinery fitting into its line. Has 21 branch plants and numerous other affiliates. Sells on worldwide basis. Excellent financial and business reputa-

tion. Buderus Vertrieb Maschinenbau, Buderus'sche Eisenwerke, Postfach 1220, D-6330 Wetzlar. Telephone: 06441-73782, Telex: 483851 Budw d, Cable: Budeuswetzlar. P-76652.

3551 — NETHERLANDS — Established manufacturer of egg grading, sorting and packaging equipment wishes to diversify. Seeks joint venture or licensing arrangement for production of **food processing and/or packaging equipment.** Also interested in licensing its equipment in U.S. Established 1925, employs 125. Subsidiary of large European conglomerate Thyssen-Bornemisza. Additional information from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. C. Regoort, Mng. Dir., Staalkat B.V., Hofstraat 14, Aalten. P-76653.

3551, 3585, 3589 — SWITZERLAND — Firm seeks manufacturing licenses in following fields: **small steam cookers; connection ovens; commercial display refrigerators; commercial food and raw materials processing; equipment involving electric heat process; dehydrating apparatus.** Currently manufactures commercial food equipment. Heinz Mueller, Therma Catering Equipment Sursee Ltd., POB 253, CH-6210 Sursee. P-76654.

3559 — GERMANY — Seeks licenses to produce and/or assemble **specialized machinery and equipment for chemical, nuclear, pharmaceutical, cosmetics and packaging industries.** Can provide engineering, design, production and distribution facilities. Sales territory includes West Germany and other EEC countries. Herr H. W. Bachmann, Mgr., Ehvak Maschinen GmbH, Industriestrasse 17, 6056 Heusenstamm. Telephone: 06104-3312. P-76668.

3573—SWITZERLAND—Seeks to manufacture under license **intelligent terminals for commercial, banking applications and industrial controls.** Distributor of electronic data processing systems. Employs 30. Dr. Etienne B. Rivat, Pres., Rivat Techniques and Informatics, P.O. Box 121, 1213 Petit-Lancy, Geneva. Telephone: 022/92 34 56. P-76655.

3585—TAIWAN—Seeks joint venture or license to produce **air-conditioners, spare parts or components** for room and central air-conditioning units. Interested domestic and export markets. Has been engaged in manufacture of parts for air-conditioners for 17 years. General manager plans to attend International Machine Tool Show in Chicago Sept. 8. Interested companies write or cable immediately to: Y. T. Wang, Gen. Mgr., Kingdom Industry Co., Ltd., 3rd Floor, 48 Kuang Fu North Rd., Taipei 104, Cable: KINDIN; Telephone: 781-3435. P-76671. OPIC.

3600—GERMANY—Company engaged in development, production and marketing of special electrical, electronic parts and devices seeks joint venture. Wants to assist U.S. firms in introducing **electrical-technical-electronic** equipment to German market. Also, will consider **measuring and testing equipment.** Prepared to make necessary changes to adapt American equipment to German standards. Well managed firm, good reputation. Ing. Alfred Kichner, Elektroapparatebau (Engineering Co.), Stockackerweg 3-3A, P.O. Box 3014, D-7750 Konstanz (Bodensee). Telephone: 07531/62936, Telex: 733 278. WTDR. P-76656.

3600—UNITED KINGDOM — Manufacturer and/or distributor of electronic connectors and assemblies, crimp tools, wire and cable seeks licenses. Is interested in making products suitable for either **aerospace or electronics industries.** Firm supplies these industries in EFTA and Common Market areas. Represents several U.S. firms. J. M. Turner, Mng. Dir., Miles Roystone Ltd. Priory Works, Mansfield Woodhouse, Mansfield, Notts NG19 9LN. P-76657.

3612—SCOTLAND — Small firm seeks license to manufacture **high quality, industrial type, low-voltage transformers.** Presently produces transformers, electric test lamps. Markets throughout U.K. H. Dunbar, Mng. Dir., John Drummond (Engineers) Ltd., Bellcrag Works, Dalsholm Road, Maryhill, Glasgow G20, 0TG. P-76658.

3662—BRAZIL—Leading Sao Paulo importer/retailer of photography/sound equipment and ophthalmic goods wishes to negotiate with American manufacturers an agreement to pioneer production of **citizens band radio equipment** in Brazil. Agreement could take form of simple licensing arrangement or some other type of association, including possible joint venture. Represents various foreign firms, including American and Japanese, and retails electronic equipment and components through 18 shops in Sao Paulo and Rio de Janeiro. Also provides complete range of services. In past, has retailed imported CB radios with rapid success and is certain of growing demand. Flavio Mendes Bitelman, Dir., Fotoptica S.A., Rua Cons. Crispiniano 53, 110 andar, 01037 Sao Paulo (SP). WTDR. P-76659. OPIC.

3679—UNITED KINGDOM — Seeks to manufacture **printed circuit boards** under license. Presently produces printed circuit boards; is approved manufacturer to British Ministry of Defense and British Post Office. Employs 40. D. R. Wills, Mng. Dir., A & E Instrumentation Ltd., The Power House, Headstone Lane, Harrow, Middlesex HA3 6NL. P-76661.

3679 — UNITED KINGDOM — Seeks licensing agreements to make **coil and transformer windings, solenoids, transducers, component encapsulation and printed circuit board assemblies.** Manufactures electronic components, is subcontractor for electronic assemblies. Annual sales $3.25 million, employs 300. E. F. Smith, Mng. Dir., E. I. H. Electronics Ltd., Green Lane, Dronfield, Sheffield S18 6LL, Yorkshire. P-76662.

3711, 3713, SOUTH AFRICA—Manufacturer of commercial vehicle bodies; small buses, trailers; wrecking bodies; earth-moving machine cabs, seeks licensing arrangements with U.S. firms for manufacture of **specialized bodies, cabs and van equipment** and particularly for specially sealed **equipment to handle specialized chemicals; products requiring cooling or refrigeration and corrosive liquids.** Firm employs 200 and has design staff of seven draftsmen. Cooper & Cooper (Pty) Ltd., P.O. Box 2583, Johannesburg, 41 Baldwin Road, Village Deep, Johannesburg 2001. Telex, 8-6262; telephone 001-834-6231. P-76591.

3732—INDIA—Boat manufacturer is interested in locating U.S. technical collaborator to aid in designing boats and expanding firm's four-year old plant in Mangalore, South India. Wishes to concentrate on special types and sizes of **glassfiber-reinforced plastic boats.** India's only commercial manufacturer, distributor and exporter of large-sized glassfiber-reinforced plastic fishing trawlers. Its small boat plant in Mangalore has annually manufactured 40 glassfibered fishing trawlers, launches, yachts, lifeboats and other craft up to 38 feet. Annual capacity is 144 crafts. G. D. Jatia, Dir., Gladstone Lyall & Co., Ltd., 4 Fairlie Place, Calcutta 700001. Cable: GLADSWYLL; tel: Bucandi CA 7510. P-76675. OPIC.

3799—UNITED KINGDOM—Small company which operates as manufacturer/distributor/importer/exporter of trailers and accessories is interested in manufacturing under license **detachable trailers and allied products.** Derek Godfrey-Brown, Jr., Mng. Dir., Loddon Trailer Services Ltd., Sherdon House, Sherfield-on-Loddon, nr. Basingstoke, Hants. P-76663.

3820—CHILE—Firm seeks joint venture partner to acquire **Empresa Nacional de Instrumentos de Precision (ENAPRI),** which will be auctioned on Oct. 13. ENAPRI was established in 1973. At least 20 percent of total offer is required as down payment, remainder in installments over four years beginning date of sale. Feasibility study indicates that price is approximately $1,500,000, including firm's debts. ENAPRI manufactures precision instruments such as micrometers, depth meters, altitude meters, etc. Overseas Products and Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76677.

3823 — UNITED KINGDOM — Seeks license to manufacture **digital clocks** and **digital read-out equipment.** Presently produces electronic digital clocks. E. F. Smith, Mng. Dir., European Electronic Counting Ltd., Green Lane, Dronfield, Sheffield S18 6LL. P-76664.

3832, 3861—KOREA—Firm seeks licensing or joint venture arrangements to produce **optical goods such as binoculars and microscopes and cameras.** Company currently produces fine crystal under German license, sells and processes film and engages in import/export operations. Additional information from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76592. OPIC.

3861—UNITED KINGDOM — Manufacturer of **microfilm equipment, coding cameras, readers, specialized calculators and air control units,** seeks licensing agreement for manufacture of items complimentary to its present range. Established 1965. P. E. Rowledge, Mgr. Dir., Microfilm Equipment (Manufacturing) Ltd., Unit 9 Napier Place, Thetford, Norfolk IP24 3RL, England. WTDR. P-76596.

3961—AUSTRIA—Firm seeks to diversify and would like to represent U.S. **costume jewelry** manufacturers on European market. Presently produces floor, wall and ceiling coverings. Inku AG, P.O. Box 145, A-1011, Vienna. P-76665.

4511—INDIA—Aviation firm is seeking U.S. partner for **offshore and onshore helicopter services.** Company, which owns a fleet of four Bell 47-G5 helicopters and hangre facilities at Bombay and Madras airports, is planning to start new service on contract to Indian Government-owned Oil and Natural Gas Commission (ONGC) and foreign private oil firms operating off Indian coast. Services envisaged by Indian concern include personnel and freight transportation to off-

shore oil rigs and drilling ships, ocean tanker resupply, pipeline construction operations and other helicopter services required by oil industry. In addition, firm plans to handle offshore jobs such as pipeline laying, erection of transmission towers and transportation of cargo calling for helicopter use. To undertake project, firm is seeking an American company either to work as partner, to lease helicopters and crew on five-year fixed payment basis, or to enter into five-year contract with Indian firm to work together on predesignated contracts. In any arrangements concluded, U.S. participant will have to provide adequate number of helicopters of required sizes, trained crew, spare parts, and assume responsibility to train local crew in handling specialized offshore and onshore assignments. Indian company is open to alternate proposals that American firms may offer. It is equipped to provide local operational facilities including repair and maintenance and logistical support. H. P. Rao, Chmn., Pushpaka Aviation Private Ltd., Vashani Chambers, 47 New Marine Lines, Bombay 400 020. WTDR. P-76598. OPIC.

7379—PHILIPPINES—Seeks joint venture in **computer equipment leasing and encoding.** Encoding service would involve sending source data to Manila in microfilm. Data would be edited and encoded on magnetic tape and returned to U.S. client. Filipino firm is also interested in **exclusive representation for used and second hand computers/EDP equipment.** It presently services EDP requirements of its parent organization, largest pharmaceutical company in southeast Asia, and provides contract services for other firms. Benjamin A. Santos, Gen. Mgr., Data Processing Service Corp., Greenfield Bldg., Shaw Blvd., Mandaluyong, Rizal. P-76605. OPIC.

8911—GERMANY—Firm of international engineering consultants seeks to cooperate with qualified U.S. consultants in areas of **power generation and distribution.** Prefers to work in Middle East and other third world countries. German company employs 300, specializes in power generation, distribution and water desalination. Is well managed, financially sound. Horst H. Papenfuss, Dir., Lahmeyer Int'l. GmbH, Beratende Ingenieure, Lyoner Strasse 22, D-6000 Frankfurt/Main-71. Telephone, 0611-66771; telex, 413478 li d; cable LINECTRA FRANKFURT-MAIN. P-76593.

Israel-America Chamber Plans Tel Aviv Workshops

To acquaint U.S. business with Israeli products and government incentives for foreign investors, the Israel-America Chamber of Commerce and Industry Ltd. is sponsoring an Israel-America Business Week "Opportunity '77," in Tel Aviv, Feb. 20-25, 1977.

The program will include workshops in several product areas including electronics, metals, textiles, chemicals, commercial and financing services, and transportation. Israeli businessmen and government leaders will be on hand to present information on the Israeli economy, foreign trade and business relationships, among other topics.

Interested firms should contact the American-Israel Chamber of Commerce and Industry Inc., 11 East 44th St., New York, N.Y. 10017.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-2248), referring to the appropriate file number.

GERMANY—Manufacturer of **built-in kitchens** offers to enter into arrangement under license or joint venture with American firms to manufacture in U.S. Firm is open to discussion about partners, form of investment, and location of site. File 3089

GERMANY—Firm offers to license technology of patented process for **operation of air ships** as well as patented method for **transportation of natural gas and similar gases by airships.** File 3090

GERMANY—German firm wishes to offer for production under license in U.S. its system for **plastic and steel armored pipes, fittings and tanks made of glass** for chemical plants. File 3091

GERMANY—Firm has expressed interest in establishing production facility in U.S. to manufacture **stamped steel or plastic formed parts, boxes, cases, plugs,** etc., for automobile, electronic, cable, computer, machine tool and chemical industries. Form of investment open for discussion. File 3092

GERMANY—Firm wishes two-way licensing partnership with American firm for production of various types of **building products**—mortar additives, adhesives, plaster, putty, concrete coatings, lacquers and low heat insulation materials. File 3093

GERMANY—Firm offers licensing and joint venture arrangement for **high-voltage components,** including line transformers, rectifiers and boosters for use in radio and television receivers. Also interested in obtaining U.S. licenses for production and distribution of same type of equipment in Germany to complement its existing line. Is manufacturer of high-voltage parts and components and traffic lighting equipment. File 3094

GERMANY—Manufacturer of **wire cloth** for sifting purposes in chemical, paper and food processing industries, as well as in waste water and sewage beds, has expressed interest in establishing production facility in U.S. that will employ approximately 50 unskilled workers. Form of investment open to discussion. File 3095

GERMANY—Firm is interested in offering its **trailer hitches** for production under license in U.S. Claims advantage of its hitches is that they have new detachable coupling ball with quick-locking safety device. Device is protected by patents in several countries including U.S. File 3096

AUSTRIA—Firm is interested in licensing arrangement to manufacture **lighting fixtures for commercial purposes.** Seeks manufacturer of converted sheet metal work. File 3097

CANADA—Firm is interested in licensing arrangement to make their **plastic suspended ceiling T-bar systems** used with ceiling panels, primarily for recreation rooms. Main components are main T's (8-foot lengths normally), cross T's (2-foot lengths normally) and main T supports. Many major building home centers now carry this system. Recreation-room building specialists are particularly enthusiastic. File 3098

FINLAND—Firm seeks to license **lighthouse and navigation channel markers** developed in Finland, which are substantially cheaper to construct than current systems. Type of firm they seek may now be manufacturer in marine construction contracting, or supplier to marine construction industry. Nature of cooperation subject to negotiation. Company is most interested in joint venture or license arrangement. File 3099

FRANCE—Manufacturer of PVC cables and various electro-metallurgical products seeks U.S. partner interested in manufacturing under their license its **electrical cables.** File 3100

FRANCE — Inventor has developed a **device** which he claims will absorb bad odors in toilets, and is seeking U.S. manufacturer. File 3101

FRANCE—Substantial manufacturer of **bicycle accessories, chiefly tire repair kits,** seeks joint venture for production in U.S. of existing and possibly related lines. French firm prepared to invest up to $5 million in U.S. project. File 3102

GERMANY—Firm offers for production under license in U.S. its **sealing compound.** Some advantages reported are fast formation of protective skin which avoids dirtying of surfaces, and diminished risk of cracks when exposed to early strain, quicker curing of sealing phase, small dimensioned joints. File 3103

GERMANY—Manufacturer of needles of all types is interested in granting licenses to American manufacturers for production in U.S. of its **tufting needles and patented plastic bobbins, cones, and tubes for textile industry.** File 3104

GERMANY—Firm offers licenses for production of **packaging equipment,** designed for packaging of materials of different shapes and sizes, on pallets, securing and protecting package by means of shrinking tight plastic sheetings. Suitable for automobile spare parts, plastic articles, general stores and other goods of various sizes and shapes which have to be combined into one package. File 3105

GERMANY — Firm offers licenses for manufacture of **molded plastic products and polypropylene specialties** in construction and furniture industries. File 3106

GERMANY—Firm offers licenses for production and distribution of its line of **ultra-precision tool machinery** — electronically-controlled internal and face-grinding machines (stepping motor), abrasive cut-off machines, and other special types of custom-tailored tool machines using versatile control devices. Predominantly used in automotive, gear and steel industries on worldwide basis. File 3107

GERMANY—Firm is offering its **curtain and drapery rods and fixtures** for production under license in U.S. Product is ceiling-mounted drapery rail combination that can handle up to three layers of drapes without additional rail. File 3108

GERMANY—Firm is interested in locating potential licensee for manufacturing three patented products in U.S. — **door frame, sash and foil.** File 3109

GERMANY — Manufacturer wishes to establish production facility in U.S. for

stamped or pressed steel or plastic formed parts, boxes, cases, plugs, etc. for automobile, electronic, cable, computer, machine tool and chemical industries. Interested in majority interest or 100 percent acquisition of existing enterprise or joint venture. File 3110

GERMANY — Firm offers patent rights for its "Equiplus-System" for U.S. firms on licensing basis. This is a **display system consisting of glass panels** which can be easily put together into a large variety of showcases by means of a special but simple connecting device. Claimed to be attractive and a space-saver suitable for stores and private homes. File 3111

GERMANY — Manufacturer is seeking licensee in U.S. for manufacture of newly-developed **revolving-base device for residential television sets.** Consists of four rollers with rigid axle alignment which allows set to rotate 360°. U.S. patent is pending. File 3112

GERMANY—Firm offers licenses in exchange for know-how for production of **hard plastic food trays** for use in hospitals, restaurants, and homes. In particular, interested in selling a license to produce trays in which cold and hot foods are insulated from one another. Well-established firm, in this type of business for many years. File 3113

GERMANY—Firm offers license and exchange of know-how for production of motor-driven, alternating-current **electric generators** geared toward building industries. Also interested in obtaining licenses from U.S. firms for production of these generators in Germany. File 3114

GERMANY—Firm offers license and exchange of know-how for production of **electric welding equipment.** Also interested in license from U.S. firms for production of same in Germany. File 3115

GERMANY — Firm wants to purchase complete miniaturized **sparking units for electronic lighters** from U.S. With output voltage of 8 kv's at spark gap of 2.66 mm, units should operate on customary 1.5 v. batteries or on 2.8 v. lithium batteries. Dimensions, excluding batteries, should be about 14 x 14 x 50 mm. File 3116

GERMANY—Manufacturer of **cigarette lighters** offers license and know-how to manufacture and sell same in U.S. German firm will supply certain components, particularly lighter fluid reservoirs, which require specialized machinery for production. File 3117

GERMANY—Inventor has developed a **system to produce leather fiber materials from waste leather.** Leather fiber materials are produced from fibers from waste leather which has been tanned with mineral and/or vegetable agents and other different materials, then bonded with synthetic binder. Sheet eventually formed is dried with gasoline fluid at about 100°C. then impregnated with elastomer. Resulting product is finished, and if desired, cut to shape. File 3118

GERMANY—Inventor, who has patented an improved **disc brake system** for motor vehicles, is interested in locating U.S. licensee. In the system, brake disc is fixedly mounted and brake shoes are mounted to be axially displaceable. Inventor claims system is simple in structure, extremely reliable and safe, and longer lasting than conventional disc brakes with only minimum of maintenance and service required. File 3119

GERMANY — Manufacturer wishes to form joint venture with American firm to manufacture their product, which is a **new method for time data registering for attendance timing, job timing and access control.** File 3120

GERMANY—Manufacturer of machines and apparatus for building industry is interested in granting license for its **gypsum slab production system** for building industry. Firm claims its system, which includes machinery, apparatus and plant design for producing the slab, is the only one of its type in Germany. Reportedly has advantages over other systems, including cheaper production costs, lower manpower requirements, and more durable slab than conventional product. File 3121

GERMANY—Manufacturer of **steel shoring plates for use in pipe-laying operations** is interested in joint-venture agreement with U.S. firm for manufacture of its products in U.S. German product, it is claimed, enjoys following advantages over existing U.S. systems: simplicity and lower manpower requirements for installation, increased worker safety, easy maneuverability of plates, and lower production costs. Firm indicates a preference for 50-50 ownership agreement with small manufacturer or manufacturer of metal containers, steel forms or shapes or metal products for building industries. File 3122

GERMANY — Firm offers licenses for manufacture and distribution of **plastic children's play furniture,** made of high pressure polyethylene and produced under rotary sintering process. Furniture design is patented in U.S. File 3123

GERMANY—Manufacturer of chemical products for pharmaceutical and textile industries seeks joint venture U.S. partner for production and distribution of its new patented **building material** in U.S. According to manufacturer the product is derived by a revolutionary process of liquefying silicates and can be used as a paint, coating material or impregnating compound, and for street markings and as mortar substitute for laying bricks. Further claimed that product is waterproof, grease and oil resistant, entirely adhesive, washable, quick-drying, easy to apply and does not flake or crack. Can be produced in many colors and applied with a brush or spray. Firm seeks joint venture with U.S. building products' manufacturer with large sales and existing distribution network. File 3124

GERMANY—Firm offers licenses for production and distribution of **hydro-pneumatic drive units, pressure transmitters, energy transformers,** for multi-purpose industrial applications. German firm has applied this patented technology to stamping presses and strip cutters resulting in drastic reductions in weight, floor space and noise levels, and providing for maximum degree of accuracy for dimension of punched pieces. U.S. firm should be machinery manufacturer. File 3125

GERMANY — Firm is interested in U.S. licensee for manufacturing automatic and semi-automatic **lacquering systems** and also automatic **lacquering and drying plant.** File 3126

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Heavy construction

● **16200—GREECE**—Ministry of Agriculture invites firms to prequalify to bid for construction of IBRD-financed E. Vermion Irrigation Project (second phase). Interested firms must provide information on: experience; list of similar projects carried out; list of technical personnel, equipment, and plant; and financial position, to Ministry of Agriculture, Land Reclamation Service, 46 Chalkokondyli St., Athens (102). Request for proposals will later be issued to prequalified firms. Projects financed with IBRD assistance. Prequalification deadline Nov. 2.

Drugs

● **28340—SRI LANKA**—Closing date for No. DHS/7/5 has been extended to Sept. 3.

28340—AFGHANISTAN — Health Ministry will be requesting offers on a list of pharmaceutical products valued at ap-

proximately $2 million. For further information, contact Commercial Attache, American Embassy, Kabul.

2834719, 2834731—BRAZIL—Jose Ernesto Vellutini, Agrofarma Importadora E Exportadora Ltda., Rua Dos Ottonis 558, 04025 Sao Paulo (SP), requests offers on one metric ton of injectable vitamin C and ten metric tons of injectable anhydrous glucose per month, on a continuing basis, for resale.

Steel mill products

• **33100—BANGLADESH**—Gas line pipe fittings including tees, caps, saddles, nipples, unions, plugs, couplings, flanges, gaskets in various sizes and quantities. Tender No. 2312/314; bid deadline Oct. 13. Titas Gas Transmission and Distribution Co., Ltd., 7 Motijheel Commercial Area, Dacca 2. Tender documents available from above address at TK 250 (about $16.84).

Rolling, drawing, extruding of nonferrous metals

• **33500 — INDIA** — 2 kms. underground cable, paper core quad trunk, armored cable 24/40 lbs. Tender No. CDN/ENG/67; bid deadline Sept. 23. Director General, Posts & Telegraphs, Parliament St., New Delhi 110001. Tender documents available at above address at 20 rupees ($2.74).

Fabricated structural metal products

• **34400—ST. KITTS, WEST INDIES**—Tenders are invited from suitably qualified manufacturers for supply of one prefabricated all-steel modular building of 5,000 sq. ft. in area measuring 100 ft. x 50 ft. Specifications are available from Manager, Development and Finance Corp., P.O. Box 249, Basseterre, St. Kitts, West Indies. Tenders should be forwarded by airmail in sealed envelopes marked "Tender for supply of steel fabricated building Ref. 1", and forwarded to above address by Sept. 21. Drawings and other documents accompanying tenders are not returnable, and Development and Finance Corp. reserves the right not to accept the lowest or any tender.

Construction, mining, materials handling machinery, equipment

• **35300, 36200, 37100 — PHILIPPINES** — National Irrigation Administration invites firms to bid for supply, delivery to site within 5 to 6 months, assembly, servicing and making operational the various construction equipment and utility vehicles which shall include tractors, cranes, backhoes, loaders, graders, vibratory rollers, truck tractors, lube trucks, station wagons, pick-up trucks, ambulance, jeeps, dump trucks, stake trucks, concrete mixers, generators, forklift trucks, fuel and water tank trucks, mobile shop truck, concrete vibrators, pumps and shop equipment and tools, for Chico River Irrigation Project. Government has received loan from World Bank in various currencies towards cost of project. Bids will be accepted only from or on behalf of manufacturers of well-known brands of construction equipment and utility vehicles whose offices and/or manufacturing facilities are located in member nation of World Bank including Switzerland and who can provide suitable assurance that spare parts and service facilities will be in Philippines when needed. Manufacturers or representative interested in bidding must obtain contract documents upon nonrefundable payment of U.S.$25 per copy from: National Irrigation Administration, NIA Special Projects Off., NIA Bldg., National Government Center, Epifanio de los Santos Ave., Diliman, Quezon City, Philippines D-738, Cable: NIAPHIL, Manila. Bidders will be required to submit, together with proposals, qualification data which will indicate manufacturer's capacity to provide service support and spare parts inventories in Philippines. Manufacturers will be permitted to bid on individual items. Bid deadline Oct. 20.

Special industrial machinery

• **35500—ALGERIA**—The State Electricity and Gas Corporation is seeking firms for the supply and installation of 1,000 machines of various types and auxiliary equipment for production of parts at air, water and gas meter plant located in El Eulma (Wilaya of Sefif), Eastern Algeria. French tender documents are available for 1,000 DA ($441.68) from; Direction de Transport du Gaz, SONELGAZ, Blvd. Salah Bouakouir, Algiers; Cable: SONEG DG ALGER; Telex: 52898. Closing date for submission of bids Oct. 15. All correspondence must be in French. For additional information contact: Pete Zantal, CAGNE/BIC, U.S. Dept. of Commerce, Washington D.C., 20230; 202-377-4441. Also, please send copy of all correspondence to Pete Zantal.

3559541—TAIWAN—Machinery & equip. for making activated clay: capacity 2,000-3,000 tons/mo. Reaction tank, 3 sets: PB lining—60 rpm, 15-20 kl. Temp. 120 degrees C by 30-40 percent of H2SO4 solution. Screw decontor (continuous centrifuge separator), 4 sets: in syrup—10-20 percent of clay syrup. Outpowder—80-90 percent clay powder. Capacity 7-10 cu. meter/hr. of clay powder. Flash dryer, 2 sets: in powder—10-20 percent H2o of clay powder. Outpowder—3-5 percent H2o of clay powder. Capacity 10-12 tons/hr. Mill, 2 sets: 250-300 mesh 90-95 percent. Capacity 7-10 tons/hr. activated clay. Buyer has plant in Kingshan, suburb Taipei, mfg. activated clay about 100 tons/mo., selling to salad oil plants, petroleum industry, wine making factory & chemical refining processors. Contact buyer ASAP, providing catalogs & prices. Reply to—S. Y. Fang, Gen. Mgr., Asia Industry Co., Ltd., 4th Floor, 6 Sungchiang Rd., Taipei 104. Tel 5710538.

General industrial machinery

3569961 — SWITZERLAND — Automatic sprinkler systems for fire fighting. Mfr. hand-fire extinguishers. Also reps foreign fire prevention & fire fighting equip. producers. Capable handling installation & servicing of systems. Mr. Ponti, Pres., Ponti, S.A., Ave. Des Alpes 60, 1820 Montreaux, Telex 25563 Ponti CH.

Office, computing, accounting machines

3572020—CANADA — Used typewriters, IBM Selectrics, or equal, & all manuals. Retails office furniture & business equip. in greater Victoria area, with population of approx. 250 000. In business 14 yrs., has 9 employees & estimates sales in low to mid 6-figure range. Services what it sells. Bank ref. states firm can be considered responsible for commitments. All electrical devices imported must meet Canadian Standards Assn. requirements. Reply to D. Schroyen, Asst. Mgr., Island Business Machines Ltd., 691 East Burnside, Victoria, BC. Tel 604-384-7148.

3572020—CANADA—Used manual typewriters. Small retail co. selling office furniture & business equip. in greater Victoria & lower Vancouver Island area, with population of approx. 300,000. In business 12 years, employs 10. Retails 2 major U.S. lines through Canadian wholesalers, and services what it sells. All electrical devices imported must meet Canadian Standards Assn. requirements. Reply to Blaine Rowlett, Pres., City Office Equip. Ltd., 721 Kings Road, Victoria, B.C. Tel 604-386-8396.

• **35790—BELIZE**—The Clerk, National Assembly, Independence Hill, Belmopan, Belize has issued tender for supply of voting and registration systems equipment (21 machines) capable of preparing voters list. Purpose is to permit mechanization and supervision of voting system. Copy of specifications available from above address.

Service industry machines

• **35853—IRAQ** — Government requests bids on supply and construction two cold storage units for seed potatoes (capacity 6,000 tons) in Baghdad (Sweira) and Sulamania (Sharozo) including all mechanical, electrical, civil and refrigeration work, transformer house, water

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

supply system, guard room, control room with scales, boiler, restaurant, street lighting, and all related civil work excluding roads and fences. Tender number 505/01/T-19. Specifications available for $85, non-refundable. Cable Director of Purchasing, State Farms Administration (SFA), Ballaween near Sindibad Cinema Saadoon St., Baghdad. Essential that all correspondence use Administrative Reference No. 7/1976. Bid deadline Sept. 18. Price to be quoted C&F Baghdad and Sulaimania.

Electrical industrial apparatus

36241XX — UNITED KINGDOM — Electrodes. Anxious to contact U.S. suppliers of carbon or graphite electrodes for steelworks, graphite solids, granules & powders for recarburisers. Carbons, zircon and other foundry products. Reply to—P. D. H. Richards, Dir., David Hart (Feckenham) Ltd., Berrow Hill, Feckenham, Redditch B96 6QS, Tel: 052-784-503.

Household appliances

3639961—JAPAN—Household trash compactors. Small but active trading firm, handling U.S. Curity Brand diapers as sole ag. for Japan, as well as U.S.-made casual wear for children & teenagers. Has inquiry for $500,000 worth of household trash compactors from Ginowan City Housing Corp. Needs catalogs, f.o.b. prices ASAP. Marketing territory is Okinawa & South area of Japan mainland. Annual sales 1975 $1.12 million. Employs 22. Speaks good English. WTDR 7/76. Reply to—Teisho China, Pres., China & Trading Co. Inc., P.O. Box 35, Ginowan, Okinawa, Japan. Cable Chnaoki, Ginowan, Okinawa.

Communications equipment

• **36610 — SAUDI ARABIA** — Sheikh Ismail M. Hurreh, English Department, College of Education, King Abdulaziz University, Mecca, has issued tender for supply of language laboratories, including broadcasting and library systems, teaching aids and equipment. Requests U.S. firms send catalogs, prices and other details.

• **36610, 36620—ALGERIA**—Ministry of Information & Culture, 119 rue Didouche Mourad, Algiers, has issued the following tenders: 1) Tender no. 370-E for supply of two Hertzian beam TV vehicles, with accessories, bid deadliine Sept. 30; 2) Tender no. 56 for supply of 130 electronic page teleprinters, 60 for transmitting and receiving, 30 for receiving only, 20 automatic transmitters and 20 broadcasting platens, bid deadline Sept. 25; 3) Tender no. 369-E for supply of one television news vehicle equipped with one instantaneous playback device, bid deadline Sept. 15. Copies of specifications available at $24.17 each from RTA, Direction des Services Techniques et de l'Equipment, 21 Blvd. des Martyrs, Algiers, telex 52042.

• **36620—ALGERIA**—Direction de l'Administration Generale, Ministere de l'Information et de la Culture, 119 Rue Didouche Mourad, Algiers, has issued tender no. 378/E for supply of four TV instantaneous playback devices, and accessories, bid deadline Oct. 15; and tender no. 342/E for supply of video equipment for three broadcasting studios, bid deadline Oct. 16. Copies of specifications available from R.T.A., Direction des Services Techniques et de l'Equipement, 21 Blvd. des Martyrs, Algiers, for 100 DA (U.S. $23.92) each tender.

• **36620—ALGERIA**—Monsieur le Chef des Approvisionnements, SNTF (Ststa Railways Corp.), 21-23 Blvd. Mohamed V, Algiers (cable: SNCFA alger; telex 52851) has issued tender no. 72-02 for supply of 200 automatic electrical road barrier systems for railroad track crossings. Bid deadline Nov. 2. Correspondence in French required. Copy of specifications available from address above for DA 170 (approximately U.S. $40).

• **36620—ARGENTINA** — Servicios Electricos Del Gran Buenos Aires (SEGBA), Av. Paseo Colon 275, 6° Piso, 1063 Buenos Aires, has issued tender no. 3284 for supply and supervision of construction and start-up of teleprotection equipment for 132 KV power transmission network. Requirements include: 26 transmitters and 26 receivers as well as auxiliary equipment and spare parts for maintenance during first ten years. Bid deadline March 7. Copy of specifications available from above address for 500 Argentine pesos (U.S. $1.00 equal to 247 Argentine pesos as of Aug. 5).

• **36620—INDIA**—Directorate General of Supplies & Disposals, Parliament St., New Delhi-110 001, has issued tender no. CDN/ENQ/78 (ES-5/210/35/062/6.7.76/CELL - 297) for supply of 18 console tape recorders conforming to A.I.S. Spec. No. SSE-349-5; 30 heavy duty tape decks conforming to Spec. No. SSE-369-2; and 70 portable tape recorders conforming to Spec. No. SSE-350-7. Bid deadline Sept. 17. Bids should be sent to address above. Copy of specifications available from Supply Wing, Embassy of India, 2536 Mass. Ave., NW., Washington, D.C. 20008 for non-refundable fee of $4.65. Checks should be made out to Embassy of India, Washington, D.C. Receipt for tender fee must be attached to quotations submitted.

Electrical machinery, equipment, supplies

3699261 — ECUADOR — Dingdong doorbells. Purchase potential will depend upon attractiveness of price quotations. Send literature & quote c&f Guayaquil against L/C or S/D. Requester is one of leading local builders' supply importers. Sales 1975 $3 million. Staff 35. Excl. ag. & distr. Reply to—Mrs. Joyce Ginatta, Gen. Mgr., Mercantil Importadora Sucesores A. Ginatta C.A., P.O. Box 5124, Guayaquil. Cable Ginatta; phone 3-01022.

Instruments for measurement, analysis and control

• **38240—BANGLADESH**—General Manager, Titas Gas Transmission & Distribution Co. Ltd., "Dilkusha Court", 7 Motijheel Commercial Area, Dacca - 2, Bangladesh (Cable: Titagas Dacca) has issued tender no. ADM 2312/314-REG. for supply of gas transmission equipment and materials including 6182 regulators, 202 meters, 100 strainers and various quantities of testers, gravitometers, portable detectors, pressure and gauge indicators, etc. Bid deadline Oct. 11. Tender financed by Asian Development Bank Special Loan Fund. Copy of specifications available from address above for non-refundable TK 300 or equivalent (about $20.21).

• **38240—PHILIPPINES**—General Manager, Metropolitan Waterworks and Sewage Systems, Attention: Project Manager, Room 301, 176 Arroceros St., Manila, has issued tender for supply of 102,000 ⅝-inch, 34,000 ¾-inch, and 4,000 1-inch cold water meters for residential consumption registering. Bid deadline Sept. 30. Procurement limited to member countries of Asian Development Bank and Luxembourg. Firms with more than 30 percent foreign equity must comply with Section 4 of Republic Act No. 5455 which requires prior written authorization from Board of Investments before participation in public biddings. Copy of specifications available from above address for 500 Philippine pesos.

• **38250—MALAYSIA** — Senior Purchasing and Contracts Officer, National Electricity Board, Head Office, P.O. Box 1003, 129 Jalan Bangsar, Kuala Lumpur, has issued tender no. 13617 for supply of 150,000 single-phase, 2-wire, 240V, 50 Hz, 10 (max. 50) amps, AC, electricity meters. Additional 50,000 units may also be required. Bid deadline Oct. 8. Tenders invited only from manufacturers or their accredited agents. Copy of specifications available from address above for non-refundable fee of M $100 (U.S. $1 equals approximately M $2.50). Check or bank draft should be payable to Chief Accountant.

Optical instruments, lenses

3832120—AUSTRIA — Nuclear magnetic resonance instruments. Dir. sale & agency. Medium-sized importer/distr. of computer peripheral equip., analytical, measuring & ind. process instruments. Engineering & repair service are rendered. Interested in agencies for Austria, Yugoslavia & E. European countries. Documented offers with f.o.b. East Coast port quotations requested. Open account terms of payment preferred. Reply to—H. Jeschki, Mgr., Universal Elektronik Import, Zeltgasse 3-5, A-1080 Vienna. Cable Elektronikimp; tel 0222/422358; Telex 75011 Eltro A.

Surgical, medical, dental instruments

• **38410—TURKEY** — (Ministry of Defense) Milli Savunma Bakanligi, Tedarik Dairesi Baskanligi, Ankara, has tender for supply of medical equipment and supplies including prosthetic organs workshop materials, cardiology, gynecology, obstetry, microbiology, eye clinic, narcosis, radiology, plastic surgery, etc. equipment. Bid deadline Sept. 23. Bids must state delivery period (4-month minimum), prices in terms of f.o.b.-c.i.f. Istanbul, and payments terms. Copy of specifications available in English from above address.

• **38430—MALAYSIA**—Secretary General, Ministry of Health, Young Rd., Kuala Lumpur, has issued tender for supply of dental items. Bid deadline Sept. 7. U.S. firms wishing to bid should do so through local, established agents in Malaysia. Copy of specifications available locally by agents for American suppliers.

Photographic equipment, supplies

38610—GERMANY—Still cameras, process cameras for photoengraving, studio, etc., projectors, enlargers and other processing, developing and printing equipment. Request c.i.f. German port, metric measurements only. Reply to Herr Karlheinz Wuestefeld, Foto Kino Wuestefeld, Kantastrasse 117, D-1000 Berlin 12. Telex 0185 607, Telephone 030 883-7593.

Textile remnants

59310XX—TOGO—Used clothing. Centrally located & primarily engaged in importing textile goods incl. knitted fabrics & nylon goods. Annual sales vol-

ume about $81,000. Provide price quotations c.i.f. Lome. Employs 33. Dir. sale for resale & rep. Reply to Charles Kwashie Tsagla, Dir., Union Togolaise Pour le Commerce et l'Industrie. BP 4107, Lome. Tel 57-81.

59310XX—TOGO—Used clothing. Deals mainly in used clothing, textile remnants. Wishes to import leatherette & slightly used platform shoes. Price quotations c.i.f. Lome. Field staff 15. Located central commercial area. Dir. sale for resale & rep. Reply to Ejim O. Kalu, Dir., Harmony International Corp., BP 3155, Lome. Cable Harmony Lome.

5931XXX—EGYPT—Off-season, out of fashion, new and used garments in bulk, and material remnants. Prepared purchase unlimited quantities and requests prices c.i.f. Alexandria. Reply to—Gaber Hussein, Degla Nile Co., 8, Halim Square, El Azabakiah, Cairo, P.O. Box 907. Tel. 905987.

Services

89100—BAHAMAS—Government is applying to World Bank for loan for a $32 million water supply and sewerage project for New Providence Island. Proposals invited from specialized firms for five consultant contracts related to project. They are: (1) leak detection and measurement, (2) distribution network analysis and storage requirement study, (3) well-field design and construction supervision, (4) ship survey, dock and harbor improvement, and (5) sanitary sewer design and construction supervision. Interested firms should contact: Richard C. Whitehead, General Manager, Water and Sewerage Corp., P.O. Box N8156, Nassau.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Plastic products

3079071—SWITZERLAND — Plasticware for use in commercial food serving, restaurants, kitchens & snack bars. Excl. distr. Market territory Switzerland. Small to medium wholesale distr. of hotel & restaurant equip. & supplies except machinery. Annual sales SF 1 million. Employs 5, 1 salesman. Recommended trade contact. Reply to Georges Dietschy, Mng. Dir., Hapag AG, Bahnhofstrasse 29/33, Ch-5000 Aarau. Cable Hapag Aarau; tel 064/24 26 41.

Glass products

3231633 — SWITZERLAND — Table, kitchen, art & novelty glassware for hotels & restaurants. Excl. distr. Market territory Switzerland. Small to medium wholesale distr. of hotel & restaurant equip. & supplies except machinery. Annual sales SF 1 million. Employs 5, 1 salesman. Recommended trade contact. Reply to—Georges Dietschy, Mng. Dir., Hapag AG, Bahnhofstrasse 29/33, Ch-5000, Aarau. Cable Hapag Aarau; tel 064/24 26 41.

Special industrial machinery

3559589—FRANCE—Shot & vapor blast equip. for metal. Estab. 1975. Mfr. (subcontracting) & distr. of surface treatment equip. Bank reference Banque Nationale de Paris, 93 Drancy. Would consider mfg. equip. under license. Reply to—A. Marechal, Gen. Mgr., Abral, 13, Rue Danton, 93700 Drancy. Telex 220 429F; Tel. 834-5082.

General industrial machinery

3569126—SOUTH AFRICA — Automatic industrial self-adhesive label applicators. Excl. rep. Subsidiary of giant U.K.-based Ozalid Intl. & is leading distr. of office equip. in South Africa through its Banda Div., affiliate co., Block & Anderson. Now wishes to diversify supply sources. Excellent trade partner for U.S. companies. Reply by airmail to—H. G. Harrison, Group Mkt. Mgr., Ozalid (SA) (PTY) Ltd., P.O. Box 58, Kempton Park 1620. Cable Ozalid; tel 011/975; telex 8-6330.

Household appliances

36312XX—NETHERLANDS — Gas cooking equip. for use on yachts. Excl. distr. for Benelux. Specializes in yachting & related equip. Estab. 1964. Reply to L. de Waal, Mgr., Exalto BV, Peulenstraat 213, P.O. Box 40, Hardinxveld (Gld), Netherlands. Cable Exalto; telex 23658; tel 01846/2785.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such receipt to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Engineering, laboratory, scientific, research instruments

3811389 — AUSTRIA — Laminar flow benches. Med.-sized ag/distr. of scientific & lab instruments. Interested in ag arrangements for Austria. Doc. offers with c.i.f. European port quotations requested. Terms of payment subject to agreement. Reply to—Alfred Gracej, Mgr., Labin Gmbh, Diehlgasse 37, A-1050 Vienna. Tel (222) 5562014.

Optical instruments, lenses

3832135—JAPAN—Infrared viewers for use in preventive maintenance of industrial machinery. A leading importer/distr. of canned goods, hides, skins, leather goods, light aircraft, machine tools, scientific instruments. Machinery section which handles machine tools & scientific instruments incl. vibration analyzers is composed of 2 electronics engineers, 3 salesmen. Believes it can sell infrared viewers to users of machine tools & vibration analyzers for preventive maintenance of their equip. in operation. Product brochures & quotations requested. Reply to—H. Mokunaka, Chief, Machinery Section, Nozaki & Co., Ltd., 16-19, Ginza 7-Chome, Chuo-Ku, Tokyo 104. Cable Nozaki Tokyo; tel 03-542-9211.

3832139—BELGIUM — Binocular microscopes on which cameras can be mounted. Recently started own business which has scientific div. & another for industrial paints. Claims to be well introduced in Belgian universities. Looking for U.S. microscopes not yet rep. on Belgian market. Reply to—C. Theo Lemmens, Owner Mgr., Firma Lemmens Grote Steenweg 50, 2600 Berchem. Tel. 031/397362.

Motion pictures

7813XXX—CANADA—8mm., super 8 and 16mm. movies, all subjects, sound and silent, black and white, and color. Importer & distr. of all types of photo equip. Wishes make contact with U.S. major producers, and/or mfg. of above. Subjects of film may include science fiction, comedy, sports, & popular full-length productions. Plans to market these, throughout Canada, through intensive mail-order program, & to fill requests for rentals from schools, churches, etc. Carl McDonald, Dir., Amicanda Ltd., P.O. Box 670, Station B, Montreal, Quebec. Tel (514) 482-4067.

Special product groups

9950014—UNITED KINGDOM — Do-it-yourself items. Estab. 1946. Employs 200 with 30 salesmen. Mfr. laminated chipboard & polyurethane products & imports & distributes range of do-it-yourself products, building materials & products for furniture trade, mainly supplied to do-it-yourself trade. Also imports & distributes air-conditioning equip. In addition to premises at below address, has mfg. depot in London & 7 warehousing depots throughout U.K. Reply to—Stuart Harris, Dir., Allied Mfg. Co. (London) Ltd., Sarena House, Islington Park St., London N1 1QD. Tel (01) 226 3333; telex 23719; cable Allpas.

9950025—AUSTRIA — Housewares. Medium-sized import/export co. for building materials, sanitary equip., house and

garden supply & do-it-yourself items. Interested in negotiating agency arrangements. Documented offers with c.i.f. European port quotations requested. Open account terms payment preferred. Reply to—Werner A. Simlinger, Liselotte Simlinger, Schwanthalerg. 11, P.O. Box 39, A-49k0 Ried/Innkreis. Cable Afaimpex; tel 7752-4293.

Saudi Firm Seeks Partner

A Saudi Arabian firm is seeking a joint venture partner to manufacture kitchen cabinets for use in mass-produced housing. Established 1925, has 250 employees. Is importer, agent and distributor of general merchandise with prime interest in household appliances and building materials and supplies. Also manufactures air conditioning units and aluminum doors and windows. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-76569. OPIC.

Kuwait Needs Trade Catalogs

The Kuwait Technological Institute is establishing a trade school offering a three-year post-high school training program and is interested in receiving catalogs from manufacturers of a variety of workshop equipment.

For information contact Terry Rettig, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265. Catalogs should be airmailed directly to: Kuwait Technological Institute, P.O. Box 2993, Kuwait, Attn: Mohammed Said Mohammed Ali; or Ministry of Education, P.O. Box 5641, Safat, Kuwait, Attn: Dr. Ali Shuaib.

Syria Wants Joint Venture

A Syrian firm seeks joint venture to manufacture air conditioning units, plans 2,000 to 3,000 units annually, 16,000 BTU's initially. Syrian firm can provide land, plant, capital. Seeks 49% or more U.S. participation. Mazen Chacra, Ass't. Gen. Mgr., Jamil Chacra Co., Fardoss St., Damascus. P-76601.

Future Construction Abroad

ALGERIA—This notice corrects and amplifies announcement regarding tender for extension of **Hassi R'Mel-Arzew gas pipeline** (Commerce America, Aug. 16, pg. 35). Tender is for installation of five pumping stations which will expand flow-through capacity of the 40-inch line. Tender documents available to interested companies for 1,000 DA (approximately $240) from: SONATRACH, 10 Rue du Sahara, Hydra, Algiers; telex: SONEC 52375 DZ. Offers must be submitted in French by Oct. 1.

ISRAEL—Bulk Chemicals, Ltd., Haifa, was recently established to build and operate a **chemical tank farm** in Haifa. Project is to comprise 35 storage tanks, with total capacity of 25,000 cubic meters for chemicals and oils, including molasses, edible oils, and lubricants, and 1.5-kilometer piping network from tank farm to ships at Hakishan Harbor. Bulk Chemicals is interested in negotiating a turn-key agreement with U.S. firms experienced in building tank farms. Interested companies contact G. Traub, Project Manager, Bulk Chemicals Ltd., P.O. Box 70, Haifa; telex: 46736; cable: CHEMOVIL Haifa. Please send copies of correspondence to: Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4441. OPIC.

GREECE—The Institute of Geological and Mineral Research (IGME) has programmed for 1976 an aerial geophysical (magnetic) **survey on radioactive and bauxite potential** at a cost of $2.2 million. IGME stated that selected number of French, German, other European, and U.S. aerial survey firms will be called directly within the next few months to offer proposals to conduct survey under contract with IGME. IGME suggests that interested firms provide copies of their brochures directly to: General Director, Institute of Geological and Mineral Research, 70 Messogeion St., Athens 608. OPIC.

MOROCCO — The National Railway Agency is seeking qualified firms to supply, install and put into operation **5 fixed sub-station traction groups, 1 mobile traction group on rails, 1 railroad remote control center.** Project to be financed by Moroccan Central Government Investment Budget. Specifications and technical documents may be obtained for DH 50 (approximately $11) from: Service Materiel et Traction (Bureau Technique) ONCFM, 19 Ave. Allal Ben Abdallah, Rabat (Telex: FERRABAT 31 907 M). This call for bids is the first of a series for the electrification of all new railroad lines. The first firm to be awarded such a contract has a better chance to win additional ones. Correspondence in French preferred. For additional information contact Pete Zantal, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4441. Also, please send copy of all correspondence to same address. OPIC.

IRAQ — Yugoslav firm PKB has been awarded contract for first phase of 20,000-hectares, vertically-integrated, capital-intensive, **agri-industrial complex** at Dujaila. Phase One will consist of land preparation, water management, turnkey design, procurement and initial management of two cattle farms, two sheep farms and growing of animal nutrients. U.S. participation as consultants, suppliers of **machinery, livestock and technology** welcome. Firms interested in specific aspects of project should contact Pete Zantal, 202-377-4441.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

Visiting Buyers & Officials

NEW ZEALAND—P. J. Crellin, Managing Director, John Dee Ltd., P.O. Box 2194, Auckland L1, will visit the United States for four weeks to contact American **insurance companies to discuss systems and operations, and to explore the possibility of associations** in New Zealand in cases where U.S. firms do not have representatives. Crellin arrived on Aug. 27 and will visit Los Angeles, Phoenix, Miami, New York, Denver and San Francisco. John Dee Ltd. is a known and experienced firm of insurance brokers and is a good business contact. This buyer may be contacted directly or through Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2068.

SWITZERLAND—George E. Oren, textile broker from Geneva, is interested in being contacted by U.S. manufacturers of **indigo denims.** Requirements are finest quality fabric in weights between 13¾ and 14¾ ounces, in widths of 40 inches and over, lots of between 200,000 and 300,000 yards a month. He may be contacted through Terry Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

AUSTRALIA—Cedric Hansen, Australian Hide Processing Industries Pty. Ltd., Sydney, will be in Kansas City and St. Joseph's, Missouri, last week of August. He is interested in **hide curing activities and associated machinery.** Contact him through U.S. Department of Commerce, Foreign Buyer Staff, Room 2322, Washington, D.C. 20230, 202-377-3265.

NETHERLANDS — Mrs. H. D. Schaap, buyer for HEMA BV, Amsterdam, is interested in hearing from manufacturers or suppliers of **molded cups, lace and elastic fabric for foundation garments.** HEMA BV operates 66 of its own department stores and franchises 58 others. She may be contacted through Terry Rettig, 202-377-3265.

ECUADOR—Pedro Hansen-Vik, owner of Valhan, P.O. Box 497, Guayaquil, is interested in hearing from suppliers of **radios, radio-phonograph combinations, television receivers and electric housewares.** Appliances should be 60 cycle, 110/120 volts a.c. TV's should be to U.S. standards. He may be contacted directly preferably in Spanish or through Terry Rettig, 202-377-3265.

ECUADOR — Victor H. Cobo, President, Azuay Province Small Industrialist Assn., P.O. Box 797, Cuenca, is interested in contacting suppliers of **new or used small metalworking machinery, new or used small textile-making machinery in the 60 cycle, 110/120 volt a.c. range.** Also as Manager, Prominan, P.O. Box 800, Cuenca, he is interested in contacting suppliers of **new or used centrifugal separators to segregate silica from mined kaolin, a new or used separator to segregate steam from mined kaolin in the 60 cycle, 220 volt, three-phase range.** He may be contacted through Terry Rettig, 202-377-3265.

NIGERIA—Ayodele Akinsanmi, a U.S.-educated pharmacist, will be returning to

Nigeria in December and is interested in becoming a distributor for **antibiotics, contraceptives, anti-bacterials and hospital equipment such as disposables, wheel chairs and hospital beds.** His U.S. address is 5524 Eighth St., NW., Apt. 8, Washington, D.C. 20011, 202-291-4212, or contact Terry Rettig, 202-377-3265.

NIGERIA — John Adeleke, Western House, 8th floor, Lagos, is interested in hearing from manufacturers or suppliers of **auto spare parts.** He may be contacted directly or through Terry Rettig, 202-377-3265.

IRAN—Mohammed Alborzi, pharmacist and owner of a drugstore and pharmacy in Bandarablas, is interested in becoming an exclusive Iranian distributor for **baby care products, cosmetics and pharmaceuticals.** He may be contacted through Terry Rettig, 202-377-3265.

YUGOSLAVIA — Six managers of the Alumina Division of the Yugoslav Enterprise Energoinvest are planning a visit to the U.S. Oct. 2-23. Energoinvest wishes to manufacture **aluminum windows, door frames, roofing, siding, fencing and similar goods.** Purpose of the trip is to see this process in operation and talk with U.S. suppliers of this equipment. They estimate final purchases will be a minimum of $250,000. Companies may contact the Energoinvest group through U.S. Department of Commerce, Foreign Buyer Program, Frederica Parks, Room 2322, Washington, D.C. 20230, 202-377-3265.

IRAN—Abbas Saniie, 219 West Takhte-Tavoos Ave., Tehran, is interested in hearing from U.S. manufacturers or suppliers of **housing construction materials, i.e., drywall, kitchen cabinets, paneling, doors, wall paper, floor tile, etc.** For further information, Ali Rezaii, 1501 George Mason Dr., Apt. 2, Arlington, Va. 22203, 703-280-1926, may be contacted. Brochures and other related information may be sent to Terry Rettig, Foreign Buyer Program, Room 2322, Washington, D.C. 20230, 202-377-3265.

COSTA RICA—Tobias Rosencraig, Manager of a well-known shoe store in San Jose, is investigating the possibility of manufacturing California-type (lightweight) **shoes** in Costa Rica for sale in the Central American Common Market. Brochures on machinery and other related information may be sent through Betty Patrick, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

TAIWAN—Henry H. Tsai, President of Orient Industries Ltd., Taipei, seeks agency representation for **electronic components, shoemaking machinery, pharmaceuticals, cosmetics, laboratory chemicals, hot-stamping foils and consumer goods.** He plans to be in the U.S. for several weeks beginning the end of September. His U.S. contact address is c/o Harry Fishlow, Vice President, Perfect Fit Industry, Inc., 313 Fifth Ave., New York, N.Y. 10016, 212-679-6656. Terry Rettig, 202-377-3265.

SWEDEN—Borje Ingvarsson of Bitex, Borje Ingvarsson Textile AB, N. Kungsgatan 7, S-371 00 Karlskrona, seeks agency representation for **ready-made cotton or cotton synthetic sports clothes** such as T-shirts, trousers and sport jackets for men, women and teenagers. Ingvarsson will visit New York for approximately two weeks beginning Sept. 14. While there, he may be reached at the Abbey Victoria Hotel, 51st St. and 7th Ave., 212-246-9400, or through Betty Patrick, 202-377-3265.

INDIA—M. B. Bhaskare, Mng. Dir., Greaves Cotton Co. Ltd., 1 Dr. V. B. Gandhi Marg., Bombay 400023, will visit the U.S. to locate suppliers of **oilfield equipment and supplies.** Greaves represents several U.S. firms in this field but is interested in handling additional product lines with a view to providing an integrated supply service to the Indian oil drilling industry. Greaves is a leading Indian firm with combined manufacturing and marketing operations. Bhaskare is also a knowledgeable contact for U.S. firms planning investment and/or licensing operations in India. He will arrive New York Sept. 26, Los Angeles Sept. 28, and Houston Oct. 4. He may be contacted through Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2068.

Petrochemical Project Under Way In Alberta

Construction has commenced on the first phase of a C$1.26 billion petrochemical manufacturing complex in Alberta, Canada, following a recent agreement among the Alberta Gas Trunk Line Ltd., the Alberta Gas Ethylene Co. Ltd. (a subsidiary of AGTL), Dow Chemical of Canada Ltd., and Dome Petroleum Ltd.

Some of the more highly specialized equipment will be imported from the United States, although the Alberta Government states that equipment and labor must be Albertan wherever possible. Such items as compressors and other similar products are expected to be of U.S. origin. Much of the engineering processing package will be prepared in Houston. Inquiries from potential U.S. suppliers should be directed to A. G. Warke, Vice Pres., Alberta Gas Ethylene Co. Ltd., Box 9150, Bow Valley Square No. 2, 205 Fifth Ave. S.W., Calgary, Alberta T2P 2W4, Canada.

This project is based on the manufacture of ethylene from the ethane component of Alberta natural gas. The C$350 million ethylene manufacturing plant currently under construction at Joffre, Alberta, will have an initial capacity of 1.2 billion lbs. of ethylene annually. All but 50 million lbs. will be purchased by Dow Chemical for use in Alberta. The remainder will be consumed in other derivative manufacturing ventures in Alberta.

The four-company agreement also concerns the construction of pipelines to transport ethane to Joffre, and the Cochin Pipeline to transport surplus ethylene and ethane to eastern Canada and the United States. Other elements of the overall development include facilities to manufacture vinyl chloride monomer and ethylene oxide-ethylene glycol from ethylene in the Ft. Saskatchewan area (Dow), and a plant to further process the vinyl chloride monomer into polyvinyl chloride in the Ft. Saskatchewan area (Diamond Shamrock Canada Ltd., and Alberta Gas Trunk Line). Negotiations among companies involved in the extraction of ethane from Alberta's natural gas streams reportedly are at an advanced stage.

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Birmingham, Ala., 35205, Suite 200-201. 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 842-3208.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2220, Ext. 2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75202, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, Iowa, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C. 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 378-5345.

Hartford, Conn., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

Houston, 77002, 1017 Old Federal Bldg., 201 Fannin St. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Courthouse & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Room 800, 11777 San Vicente Blvd. (213)824-7591

Memphis, 38103, Room 710, 147 Jefferson Ave. (901) 521-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

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New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, N.J., 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, Neb., 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, Ariz., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. Third Ave. (503) 221-3001.

Reno, Nev., 89502, 2028 Federal Bldg. 300 Booth St. (702) 784-5203.

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San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

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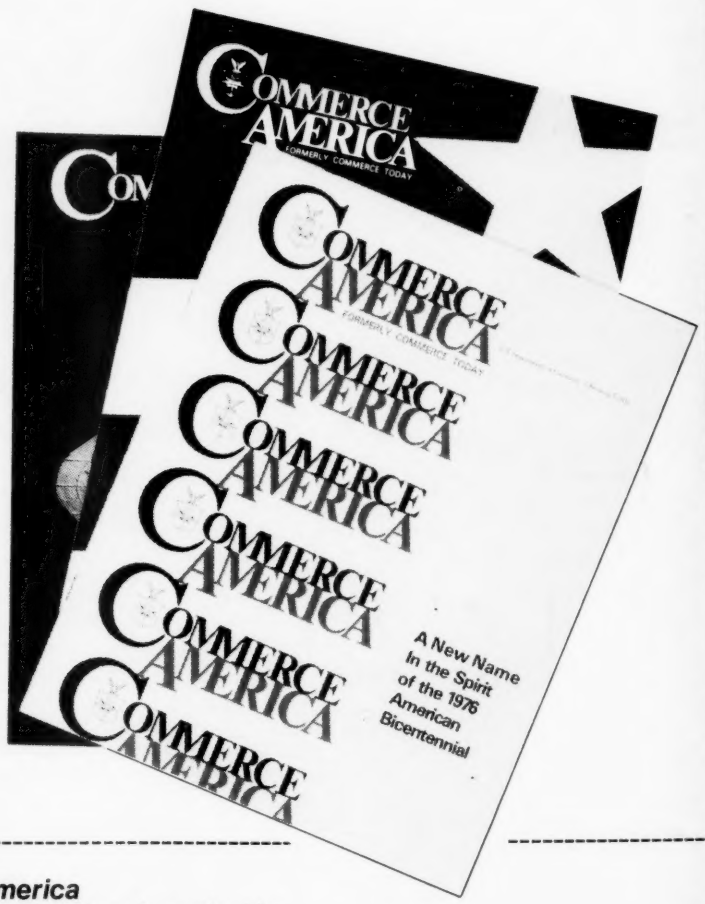

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